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Volume 24
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Milk Producer

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY

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Philadelphia, Pa., May, 1943

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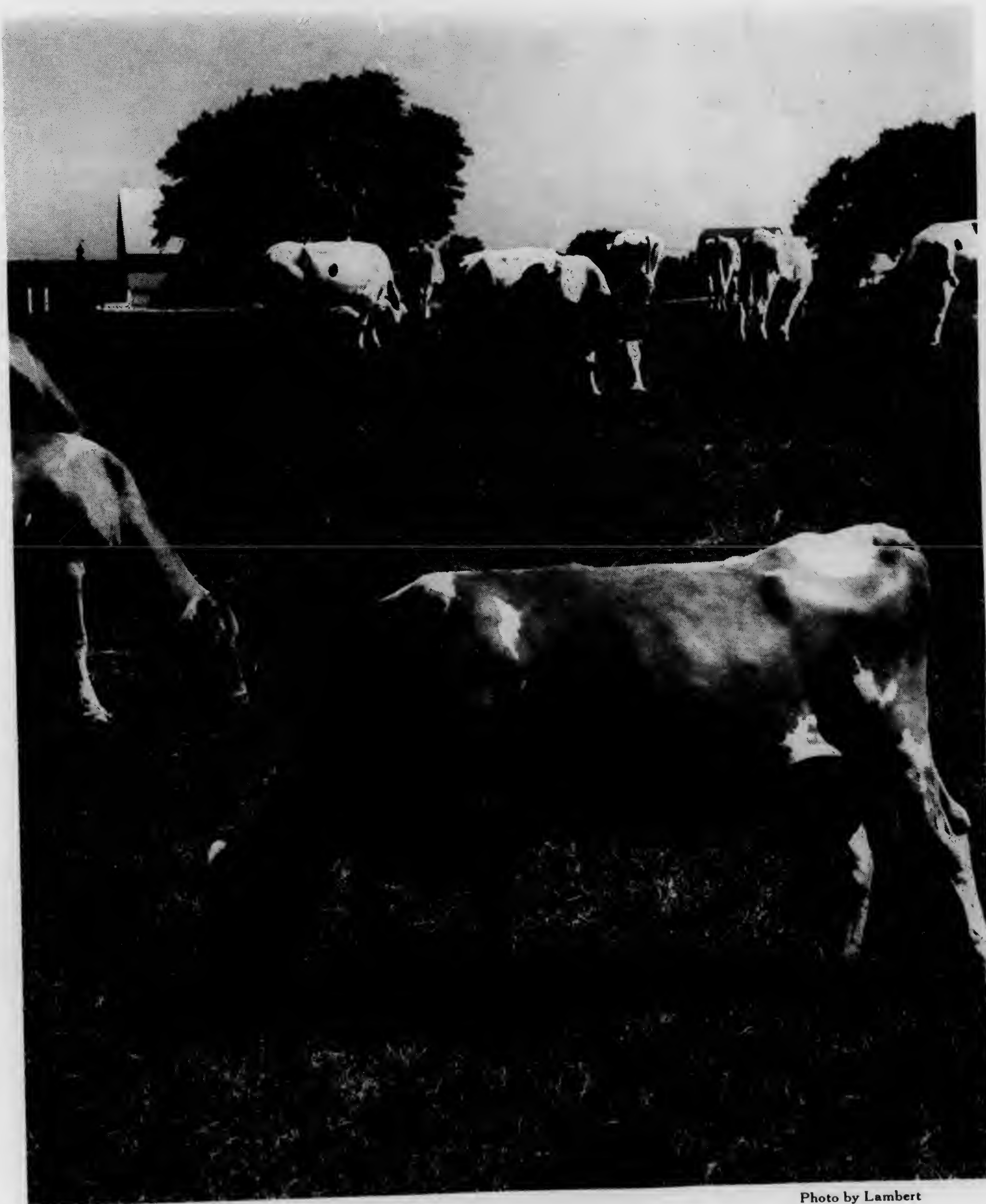


Photo by Lambert

Labor Saving Feed Harvesters

Co-op Council Points Way To Get Production, Avoid Inflation

ESTABLISHMENT of a "vigorous tax and savings program" as a substitute for rigid price controls in the battle to avoid inflation, was urged by the National Council of Farmer Cooperatives in a policy statement issued in Washington on May 10 by the Council's executive committee.

"Taxes, and savings invested in federal government securities must absorb that portion of the public spending power for which goods and services are not available," the Council said, declaring that "the nation's supply of essential foods must not be jeopardized by misdirected efforts to control inflation."

The Council's recommendations were developed by the executive committee following a study of the entire wartime food production program, and its relationship to current efforts to combat inflation.

Controls Cause of Troubles

"Historically discredited price control methods" were blamed for "our present demoralized food situation with increasing shortages and black markets," by the Council. At the same time, the Council called for immediate elimination of the restrictive agricultural program established 10 years ago.

The Council, representing 4600 cooperatives with 2,300,000 farmer memberships, demanded application of the principle of "necessary price" to secure the production of essential food, on the same basis that it is applied to production of planes, tanks, guns and other war supplies.

Rigid price ceilings have been tried through many centuries, the Council pointed out, and have always failed because they deal with results, and not with basic causes. "Price ceilings are new to this country, but the effects already experienced, in spite of millions spent and thousands employed, indicate that they must fail to curb inflation for the very reason that they have always failed elsewhere."

Ask Maximum Production

The Council called for maximum production of essential farm products this year and throughout the war, demanding suspension of all regulations which tend to restrict the planting and harvesting of these crops.

Primary consideration must be given to increasing production of essential crops for direct human consumption—dry beans and peas, rice, potatoes, etc., since this is

the only way to provide food for many more people, the Council said. Of nearly equal importance, the Council believes, is production of feed grains and roughage for the nation's livestock, with the dairy cow having first priority on feed supplies, followed in order by hogs and chickens, beef cattle and sheep. Chickens probably have some advantage when fed for egg production, but hogs surpass poultry and all other livestock in efficiency in converting concentrated feeds into meat. Beef cattle and sheep are peculiarly adapted to harvesting grass crops of great areas and converting them as well as other roughage and concentrates into highly palatable and nutritious foods, the statement said.

Oppose "Artificial" Prices

The Council called for elimination of all Soil Conservation Program restrictions and payments which tend to hold down production of corn, the major feed grain. The Council also attacked present "artificial prices for corn and pork products,

which make corn marketed through hogs net the corn grower a fourth more than corn sold at corn ceilings. Such price relationships favor the feeding of grain to hogs rather than to dairy cows or poultry . . . and are threatening the liquidation of sizeable strategically located blocks of dairy cattle and poultry."

Save Wheat for Export

As to use of wheat for feed, the Council stated that "we should use as feed for animals only that wheat in excess of available storage, since the wheat stocks of North America are the only substantial reserves of human food that stand between European people and starvation when the war ends."

The Council statement urged restoration of production and importation of animal and vegetable protein concentrates critically needed for livestock and poultry rations.

The Council reiterated previous demands for adequate farm machinery and tools, maintenance of production and distribution of high quality seed, competent manpower, and maintenance of farm supply and marketing services which are now threatened with the loss of skilled workers.

Critical Feed Shortage Faces Nation's Livestockmen

THERE is grave danger that the nation will enter the 1943-44 livestock feeding period with a shortage of feeds. Several factors have contributed to this probability.

First among them is the increased livestock population of the country, with its correspondingly larger demand for feeds. This increase is estimated at 10 to 12 percent above the number of the preceding year.

A late Spring, with conditions adverse to the growing of pasture and hay crops, has meant a longer feeding period at the close of the past Winter, thus using up a big part of what would have been a fairly good carryover of feeds. The protein concentrate situation, which was critical most of the past feeding season, is likely to continue so, which will mean more careful feeding or less satisfactory results.

Added to this is the gamble as to the bounty of nature during the coming growing season, a dry or adverse season drastically reducing the available supply for next year.

In view of these prospective feed shortages there is an outline in the "Feed Situation," published by the Department of Agriculture, of a livestock production program de-

signed to utilize available feeds to the best possible advantage.

(a) "Feeding out reserve supplies of feed grains and reducing stocks to a very low level by the Summer and Fall of 1944.

(b) "Reducing feeding rates per animal and livestock production during the year ahead.

(c) "Reducing the number of livestock raised below the number now in prospect.

(d) "Expanding the acreage of corn and spring wheat above current intentions and expanding the acreage of wheat seeded this Fall."

(e) Draw more heavily upon existing supplies of wheat in the United States.

(f) Import more wheat from Canada and Australia.

It appears urgent that dairy and livestock people throughout the Nation should weigh these alternatives carefully and promote a program for maximum production of livestock feeds, including roughages, as well as one for their efficient use and equitable distribution. This latter entails careful attention to the protein as well as the grain feed supply, and pricing policies which affect their distribution.

Subsidy Now In Effect Details Delay Some Payments

MILK consumers on the eastern seaboard, from Washington to Philadelphia, are being subsidized in their purchases of fluid milk. This fact was announced very briefly in the April issue of the Review, word of the subsidy reaching us just as the Review was going to press.

It was recognized by dairymen, milk marketing cooperative leaders and officials in the Food Distribution Administration concerned with milk marketing problems, that milk prices had to go up if we were to get production and give producers more nearly a fair return for their milk.

The Federal orders in the Philadelphia and Washington markets were amended through action which, in the case of the Philadelphia order, was completed on April 8, and later the same day the President's "hold the line" order came out barring future retail price increases of essential foods.

Other Markets Affected, too

The situation in the Philadelphia and Washington milk sheds, being little different in its fundamentals than that in the other markets in this area, emphasized the need for price adjustments in those other markets. These include the suburban area around Philadelphia, the Baltimore and Wilmington markets and the Rising Sun, Centerville and Nassau plants, none of which is under any Federal order. Unless prices were adjusted correspondingly in those markets the natural tendency would be for the milk to leave the low priced markets and go to the higher priced markets.

A similar condition exists with regard to several areas operating under the Pennsylvania Milk Control Commission, for which new price orders have been issued by the Commission, with corresponding orders approved by OPA. However, with the President's price freezing announcement of April 8, the OPA rescinded its approval of the price increases, which affected both producers and consumers.

Four State Areas Included

The new plan includes the subsidy arrangement for producers in those four areas, namely, the York, Harrisburg, Lehigh and Schuylkill areas.

Because of the ceilings established on Class I milk, which have been in effect since early February, it

was necessary, in adjusting the prices in the markets not under Federal control, to obtain the approval of OPA. This was handled through the New York regional OPA office and, because of the many problems involved, and also because of interference at times by other work which that office was called upon to handle, the issuance of these orders was delayed well into May.

Handled By Commodity Credit

It is all a new procedure and is involved and complicated. Expressed in simplified terms, however, OPA issues its new ceiling orders and reports its actions to the Commodity Credit Corporation. This governmental agency then makes an offer to the dealers which, if accepted, will result in the Commodity Credit Corporation buying the milk from the dealers at the price up to the ceilings permitted by OPA, provided, of course, that they have paid producers at that rate. The CCC then sells the milk back to the same dealers at a lower price, which, presumably, may be as low as the Class I price which previously prevailed.

Difference Paid By Taxpayers

The difference in the price paid by the CCC for the milk and the price charged by it in selling it back to the dealers represents a subsidy. This maneuver avoids an increase in the retail price, the amount of the subsidy being paid out of the public treasury.

It is possible, in some instances,

that there will be delay in getting the increase through to producers. These uncertainties prevail because, even at this late date, some details have not been completely worked out.

Complications in New Jersey

In New Jersey the Director of Milk Control had issued two different price orders, carrying increases in the prices to be paid producers and charged consumers, but these failed of OPA approval.

The OPA has recently issued an order raising the ceiling price on Class I milk in New Jersey by 23 cents per hundredweight. This order, however, was not accompanied with any provision for covering the increase either through a retail price increase or through the purchase and resale arrangement with the Commodity Credit Corporation. It leaves the New Jersey markets with a 23-cent space between the Milk Control Board's minimum and the OPA maximum, with nothing to compel paying over the minimum and nothing to prevent paying up to the maximum.

Advises Farmers To Get New Draft Status Soon

Farmers from 18 to 38 years of age are advised by Edward V. Lipman, administrative officer of the New Jersey State War Board to move at once to obtain agricultural classifications from their local draft boards if they have not already done so.

"Don't wait until a 1-A classification has been received," Lipman tells farmers and farm helpers. "Farmers not contributing directly to the war effort or workers on small farms not producing eight agricultural units per man should consult with the county war board. Those not certain of the number of units his farm is producing should consult with the county war board or the county agricultural agent."

War boards have been instructed to assist persons deserving agricultural deferments to obtain the proper classification, Lipman reports. If appeals are necessary, they should be handled through them.

Don't stop trying! Remember, it is usually the last key you try that turns the lock.



John C. Myers and daughter Frances are taking a minute's rest from strenuous farm work on their Worton, Md., farm.

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More Consumer Subsidies Proposed in Washington

The extension of consumer subsidies seems to be in prospect. On May 7 the Office of Price Administration announced forthcoming cuts in the retail prices of butter, meat and coffee. The reduction would be covered through payment of subsidies if necessary. This announcement is apparently the outgrowth of demands by organized labor groups for a roll-back of retail prices of essential foods to the levels which prevailed at some previous period, September 15 or May 15, 1942, being dates most frequently mentioned.

Details as to how these subsidies will be handled are not known but it is expected that the facilities of the Reconstruction Finance Corporation will be used and that a half-billion dollars will be made available for subsidy payments.

The administration, in sponsoring this move, is generally assumed to have done it in order to forestall claims by labor unions for increases in wage rates.

Personal Glimpses

The American Guernsey Cattle Club reports that the cow, Plato's Ruth of Frewvale, owned by Wm. A. Frew of Quarryville, Pa., has just completed a record of 13,573 pounds of milk and 700.4 pounds of butterfat.

C. Edgar Little, New Enterprise, Pa., died on April 8, 1943, following a period of ill health. He had served frequently as a delegate to Inter-State meetings, and had disposed of his dairy herd on March 25, anticipating his retirement from farming.

Mark K. Miller is taking over the office of county extension agent in Washington county, Md., about May 15, transferring to the new position from Queen Annes county.

One of the high prices for dairy breeding stock recorded in recent years was paid by Philip J. Baur, owner of Witchwood Farm, Spring House, Pa., to Chester A. Lyon, Waynesboro, Pa. He paid \$16,500 for the Guernsey bull, Langwater Vagabond.

Miss Kathleen Kimbles, daughter of Mrs. Katie Kimbles of Centerville, Md., was recently inducted into the WAAC's and reported at Fort Devens, Mass., for basic training.

One of Inter-State's new members is Mrs. Anna R. Sudler of Sudlersville, Md., and she is 82 years young.

The Holstein herd of Joseph Canby, Hulmeville, Pa., was dispersed on May 11, bringing an average price of \$903 per head, including calves. High figure was \$7,700 for his herd sire, "Dean of the Pearls," a two-week-old son of this bull selling for \$1,000.

June Is Dairy Month; Has Triple Role

June Dairy Month this year will portray the supreme effort being put into the winning of the war by the entire dairy industry. It will call national attention to the patriotism being demonstrated by all groups associated with the production, processing and distribution of dairy products, that America may be

enabled to build its strength through being well fed.

As such, it will accomplish a three-fold benefit to the nation. First, it will aid materially in bringing home to consumers new realizations of the values of dairy products and their place in building strong bodies, capable, alert fighters and a nation able to take the leading role in world affairs. Second, it will serve a national need by bringing to the entire nation the realization that those who produce, process and distribute vital foods are rendering a greater service than would be possible in any other activity. Third, it will serve as an encouragement to tired producers and harried processors and distributors to carry on in spite of the enormous difficulties which beset them.

The symbolic poster entitled "He Also Serves" dramatically illustrates the part of the farmer as he starts the precious food products of his dairy herd on their way to consumers. Leaflets and folders for consumers will be used to call to their attention the difficulties conquered by processors and milk distributors as well as the battles being won on the farm front that they may have as much as possible of the most important of all foods. Wagon-cards and stickers will be used as additional means of emphasizing the importance of the industry in this critical period.

Charles W. Holman, Secretary of the National Cooperative Milk Producers Federation, is again serving as Chairman of the National Dairy Month Committee with Milton Hult, President of the National Dairy Council, as Chairman of the Program Committee. Working under the direction of the overhead committees, Neal Kelley and E. M. Harmon, both of the National Dairy Council are acting as chairmen of the National Promotion Committee and the National Publicity Committee respectively.

New York Order Amended

Marketing order No. 27, applying to the New York Metropolitan Milk Market, has been amended, effective May 16, the principal change being a revision of the price of milk used in the manufacture of cheese and of an added allowance to cheese makers to cover the cost of manufacture.

The production of cheese had fallen off sharply in the New York milk shed and it is expected that the recent change will stimulate the use of surplus milk supplies for that purpose during the season of flush production.

The amendment to the marketing order was approved by a vote of 32,163 to 768.

Six (count 'em) puppies are enough to make six boys happy, so no wonder Jere and John Dare 3rd are wearing such big smiles. Their home is Holly Hill Farm near Bridgeton, N.J.



Captain Camp Missing

We received word on May 6 that Captain Frank Camp, one of America's outstanding fighter plane pilots, had been reported by the War Department as missing in action. No further information is available beyond the statement that he has been missing since April 20 in the fighting in the North African sector.

We all appreciate the uncertainty, and worry too, which such a report is causing the parents and sisters of the lost flier. He is the only son of Inter-State's field representative and Mrs. James J. Camp of Roaring Spring, Pa.

As reported in the April issue of the Review, Captain Frank Camp had been doing a splendid job as a flight leader in the offensives carried on by America's air forces in the Tunisian sector.

We Speak for Producers

The real need for a unified voice among milk producers has never been demonstrated as it has during the past few weeks. Inter-State has been working almost night and day to get the long overdue price increase for our members in the Philadelphia, Wilmington and neighboring markets.

This whole matter has been complicated, more than most people will believe, by the efforts of our national government to avoid inflation, which has involved the holding down of prices. It has been necessary to collect vast amounts of indisputable evidence, showing that these increases are needed if farmers are to be able to continue production and to retain such hired help as they may have left.

Not only must this data be presented to our State milk control agencies, as in the past, and to the U. S. Department of Agriculture as is now done under the Federal order, but must also be presented to

a new agency, the Office of Price Administration. In fact, the State OPA directors, the men in the regional office, which is located at New York, and also the national OPA office are all vitally interested.

Only those who have had the responsibility of dealing with the regulation of milk appreciate the inter-relation of economics, legal matters and the human factor in all these discussions. Also, in all fairness to the integrity of everyone concerned, the economics of milk marketing can not be grasped at one sitting or in a single reading of a simple statement. This has required getting out complete information to, in this case, OPA authorities who were previously unfamiliar with milk and doing it in a manner which will give them a clear-cut picture of the problem and yet getting it done with the least possible delay.

These added complications have caused some delay in getting the producer price increases cleared through all the agencies which must now pass upon such matters. No individual producer could do it by himself, but the thousands of Inter-State members working together have accomplished this and, as matters now stand, the way is clear for all handlers in territories served by Inter-State to pay this increase to the producers supplying them.

Whence the Jokes

Readers of the Review sometimes ask where we get the jokes used to fill out the columns. (They don't say whether they like them or not). Here is one that came "clean" from California by way of Barney P. Connolly, who is the equalization pool manager in the San Diego County marketing area. He sent this clipping:

"The Office Philosopher says virtues are learned at mother's knee, and vices at some other joint."

But that still doesn't tell us where this one started.

They Make "War" Reports Understandable

Agricultural leaders in Delaware, including members of the extension service, county agents, vocational agriculture teachers and others active in administering agricultural war programs in that state are supplied regularly with a brief, concise digest of wartime information. This is prepared by the Delaware Extension Service under the direction of George Worrlow, acting director of extension and known to many Inter-State members.

This two or three page summary that comes out every week or two includes easily understood digests of as many as a dozen lengthy and involved directives, orders and other government releases on a wide variety of subjects of direct interest to farmers. The Delaware Extension Service is to be congratulated for this splendid piece of work.

Continue Barn Feeding With Cows On Pasture

Many cows are turned out to pasture too soon. This is bad for both the cows and the pasture, says R. H. Olmstead, dairy extension specialist at Pennsylvania State College.

Too often, many dairymen feel that the cows can get all the feed they need from the early pasture and that no other feed is necessary. However, early pasture grass runs high in water and it is impossible for a cow to eat sufficient grass for good production and maintenance of her body weight.

It is true that the early pasture grass may stimulate extra milk but this may be at a sacrifice of nutrients stored in the body which will show up later when the cows lose flesh and give less milk.

When cows are first turned out to pasture, barn feeding should continue for a couple of weeks the same as before they were turned out. This will have to be judged somewhat by the appetite of the cow, according to Professor Olmstead.

After the grass has become more mature, some grain should be fed to the high producers. This grain need not contain more than 12 to 16 per cent protein and the amount fed may vary, depending upon the amount of pasture available, the breed of cows, and the amount of milk produced.

Dry hay in small amounts should be fed each day while cows are on pasture. The hay slows up the passing of the grass through the digestive tract, which allows more nutrients to be assimilated from the grass itself.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I		Class II		Class III	
		Mar.	April	Mar.	April	Mar.	April
Philadelphia Suburban	1A	\$3.40	\$2.74	\$3.148	\$2.02	\$2.511	
Altoona	9	3.70	3.144	3.140	2.532	2.530	
Huntingdon-Tyrone	10-2	3.45	3.144	3.140	2.532	2.530	
State-Wide	11	3.50	3.144	3.140	2.532	2.530	
Lancaster	14	3.73	3.160	3.131	2.532	2.530	
Reading	15	3.70	3.160	3.131	2.532	2.530	
†Chester County	15-2	\$3.35	2.671	\$2.40	1.97	\$1.97	

†—Combined with Philadelphia Suburban Area effective April 12, includes a Class 1A with a \$2.40 price March 1—April 11.

*—Class I price \$3.85, April 12-30.

a—Class II price \$2.74, April 1-11.

b—Class III price \$2.02, April 1-11.

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

March	I	IA	II	III	*Bonus
Blue Hen Farms	89.8	x	10.2	0	—
Cream Top Dairy	91	0	0	9	—
Eachus Dairy Co.	91	6	3	0	—
Everett Milk & Ice Cream Co.	45.79	0	27.57	26.64	—
Hoffman's	74	7	19	0	—
Penn Cress Ice Cream	49	1.3	49.7	0	—
Waple Dairies	81	4.9	0	14.1	—
Williamsburg Dairy	100	0	0	0	—

New Jersey (Percentages of Norm)

March	Norm	Cream	"A" Bonus
Arrowhead Shoemaker Dairies	102	Balance	—
Castanea Dairy Company	86	14	—

* Percentage of production on which "A" producers were paid Grade "A" bonus.

Prices Paid for 4% Milk

March	Location	Area	Price
Bechtel, I. Lloyd	Royersford, Pa.	1, Z 2	\$3.34
Blue Hen Farms	Wilmington, Del.	—	3.50
Cream Top Dairy	Lancaster, Pa.	14	3.62
Eachus Dairy Co.	West Chester, Pa.	15, Z 2	3.36
Hershey Creamery Co.	Greencastle, Pa.	11	3.25
Highland Dairy Co.	Coatesville, Pa.	15, Z 2	3.45
Hoffmans	Altoona, Pa.	9	3.465
"	Bedford, Pa.	10, Z 2	3.465
"	Huntingdon, Pa.	10, Z 2	3.465
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.425
Chas. G. Waple Dairies	Tyrone, Pa.	10, Z 2	3.20
Williamsburg Dairy	Williamsburg, Pa.	9	3.70
April	Location	Area	Price
Abbotts Dairies	(N. J. Producers)	—	3.70
Blue Hen Farms	Wilmington, Del.	—	3.50
Centerville Producers Co-op.	Centerville, Md.	—	3.50
Clover Dairy Company	Wilmington, Del.	—	3.24
Delamore Dairy	Wilmington, Del.	—	3.24
Fraim's Dairy	Wilmington, Del.	—	3.24
New York City Buyers	201-10 mile zone	—	3.24
Supplee-Wills-Jones	Nassau, Del.	—	3.71
Twaddell Bros. Dairy	Wilmington, Del.	—	3.71
West End Dairy	Wilmington, Del.	—	3.439
Western Maryland Dairy	Rising Sun, Md.	—	3.439

Feed Price Summary for April, 1943

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	April 1943 (\$ per T)	Mar. 1943 (\$ per T.)	April 1942 (\$ per T.)	% Change April, 1943 compared with April, 1942
Wheat Bran	50.68	50.76	48.06	+ 5.45
Cottonseed Meal 41%	49.00	56.00	52.12	- 5.99
Gluten Feed 23%	44.63	44.13	40.64	+ 9.82
Linseed Meal 34%	49.50	48.50	44.20	+ 11.99
Corn Meal	52.21	50.92	43.92	+ 18.88
Mixed Dairy Ration 16%	51.12	49.80	44.33	+ 15.32
" " 24%	56.67	55.83	50.27	+ 12.73
" " 32%	60.00	58.20	53.86	+ 11.40
Brewer's Grains	47.50	45.87	40.70	+ 16.71

MILK PRODUCERS REVIEW

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk		
Class I	Class II	
March \$3.58	\$2.842	
April 3.80	2.863	
May 3.93	—	

New Jersey

F. o. b. market, cwt. of 3.5% milk		
Class I	Class II	
March \$3.60	\$2.67	
April \$3.60	2.67	
May \$3.60	2.67	

*—These are the minimum permitted Class I prices under the orders of the New Jersey Milk Control Board. A recent order issued by OPA permits a maximum Class I producer price, effective April 12, of \$3.83, an increase of 23 cents.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skimmilk
March \$22.7656	11.3125¢	
April 22.9375	11.3125¢	

*—Per 40-quart can of 40 percent cream as used in determining the Philadelphia Class II price.

†—Per pound of roller process dry skimmilk as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter Cents Per Pound
April, 1943—46.75
(No change during month)
March, 1943—46.75
April, 1942—37.91

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Interstate office.

The prices quoted as the average price paid do not include any bonuses or premiums which producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers March, 1943

Dairy	Grade "A" & Premium	Grade "B"
Abbotts Dairies	\$3.84	\$3.49
Arrowhead-Shoemaker	3.82	3.50
Castanea Dairy Co.	3.88	3.51
Ferguson's Dairy	—	3.50
Gilmour, J. C.	4.00	3.42
Kligerman Dairy	3.86	3.60
Locust Lane Dairy	3.93	3.51
Parks Dairy	4.00	3.54
Rainier's Dairy	4.00	3.48
Scott-Powell Dairies	3.90	3.46
Supplee-Wills-Jones	3.82	3.45
Sylvan Seal Milk Co.	—	3.30
Wilson Dairy	3.96	3.60

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by the relative amounts of norm and excess milk.

Helen: "Bob is the sort of fellow you don't meet every day."

Henry: "Don't I know it? He owes me ten dollars!"

Prices 4% Milk, Mar. and April

These are the prices paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during Mar., and April, 1943.

Handler	Plant Location	Location Differential	Mar. Price	Apr. Price	Handler	Plant Location	Location Differential	Mar. Price	Apr. Price
Market Average	f. o. b. Philadelphia	—	\$3.547	\$3.681	Oakland Dairies	Fairview Village, Pa.	11	\$3.422	\$3.378
Abbotts Dairies	Philadelphia, Pa.	—	\$3.587	\$3.752	Pennbrook Milk Co.	Philadelphia, Pa.	—	3.561	3.792
"	Coudersport, Pa.	402	3.155	3.320	Penn-Reed Milk Co.	Belleville, Pa.	318	3.121	3.246
"	Curryville, Pa.	339	3.218	3.383	Pinkerton, S. D.	Media, Pa.	07	3.630	3.850
"	Easton, Md.	283	3.274	3.439	Quaker-Maid Dairy	Philadelphia, Pa.	—	3.608	3.691
"	Goshen, Pa.	241	3.316	3.481	Quinn's Dairies	Philadelphia, Pa.	—	3.579	3.870
"	Kelton, Pa.	227	3.330	3.495	Richards, F. H.	Philadelphia, Pa.	—	3.595	3.775
"	Oxford, Pa.	227	—	3.495	Rosenberger's Dairies	Hatfield, Pa.	13	3.450	3.092
"	Port Alleghe, Pa.	416	3.141	3.306	Schillinger's Dairies	Philadelphia, Pa.	—	3.570	3.792
"	Spring Creek, Pa.	451	3.106	3.271	Scott-Powell Dairies	Philadelphia, Pa.	—	3.555	3.687
Ardmore Home Dairies	Ardmore, Pa.	—	3.686	3.883	"	Ardmore, Pa.	—	3.555	3.687
Baldwin Dairies	Philadelphia, Pa.	—	3.577	3.642	"	Clayton, Del.	241	3.284	3.416
Bedminster Dairymen's Association	Bedminster, Pa.	22	3.414	3.610	"	Fairdale, Pa.	318	3.207	3.339
Bergdoll's, John C., Dairy	Boothwyn, Pa.	09	3.538	3.685	"	New Holland, Pa.	234	3.291	3.423
Booth, Chas. T.	Chester, Pa.	07	3.542	3.755	"	Pottstown, Pa.	22	3.305	3.437
Breuninger Dairies	Philadelphia, Pa.	—	3.653	3.798	"	Snow Hill, Md.	304	3.221	3.353
"	Richlandtown, Pa.	227	3.396	3.541	Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.236	3.311
Brookmead Guernsey Dairies	Wayne, Pa.	07	3.715	3.848	"	Center Port, Pa.	248	2.988	3.063
Brown's Dairies	Glenside, Pa.	07	3.603	3.814	Suburban Dairies	Manoa, Pa.	22	3.679	3.883
Buck's Co. Fm. Dairies	Morrisville, Pa.	22	3.336	3.488	Sunny Slope Dairy	Spring City, Pa.	—	3.411	3.407
Buehlers Dairy	Willow Grove, Pa.	07	3.629	3.719	Supplee-Wills-Jones	Philadelphia, Pa.	—	3.531	3.677
Clover Crest Dairy Fm.	Newtown, Pa.	13	3.503	3.607	"	Bedford, Pa.	297	3.169	3.315
Cooklyn Milk Co.	Goldsboro, Md.	262	3.196	3.326	"	Chambersburg, Pa.	297	3.204	3.350
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.651	3.844	"	Hagerstown, Md.	304	3.197	3.343
Crystle, Wm. H. Dairy	Chester, Pa.	07	3.579	3.776	"	Harrington, Del.	262	3.239	3.385
Darlington Bros.	Darling, Pa.	09	3.633	3.817	"	Huntingdon, Pa.	332	3.169	3.315
Deger's Dairy	Mont Clare, Pa.	13	3.309	3.413	"	Leaman Place, Pa.	234	3.267	3.413
Engel Dairy	Philadelphia, Pa.	—	3.657	3.840	"	Lewistown, Pa.	311	3.190	3.336
Ervin's Dairy	Philadelphia, Pa.	—	3.576	3.792	"	Mercersburg, Pa.	311	3.190	3.336
Farmers Dairy	Wrightstown, N. J.	22	3.304	3.413	"	Mt. Pleasant, Del.	227	3.274	3.420
Frankford Dairies	Philadelphia, Pa.	—	3.635	3.854	"	Princess Anne, Md.	297	3.204	3.350
Gailey Ice Cream Co.	Delta, Pa.	248	3.223	3.368	"	Townsend, Del.	234	3.267	3.413
Gardenville Dairymen's Association	Gardenville, Pa.	13	3.508	3.614	"	Worton, Md.	255	3.246	3.392
Gardenville Fm. Dairies	Hatboro, Pa.	13	3.615	3.470	Sylvan Seal Milk, Inc.	Philadelphia, Pa.	—	3.468	3.680
Gaynor, Hyland L.	Boothwyn, Pa.	09	3.569	3.798	Syphers Dairies	Philadelphia, Pa.	—	3.564	3.730
Gorman Dairies	Newtown Sq., Pa.	07	3.739	3.821	Taylor's Dairy	Jenkintown, Pa.	—	3.656	3.713
Greentree Creamery Association	Obelisk, Pa.	22	3.348	3.576	Turner & Wescott	Glenroy, Pa.	234	3.254	3.376
Gross, Charles, Dairy	Philadelphia, Pa.	—	3.592	3.833	Victor Dairies	Philadelphia, Pa.	—	3.492	3.539
Grubbs Dairies	Media, Pa.	07	3.522	3.804	Walnut Bank Farms	Quakertown, Pa.	227	3.531	3.709
Hamilton Dairies	Philadelphia, Pa.	—	3.592	3.703	Warners Dairy	Berwyn, Pa.	09	3.560	3.589
Hansell, A. R.	Philadelphia, Pa.	—	3.563	3.723	Wawa Dairy Farms	Wawa, Pa.	09	3.453	3.545
Harbison's Dairies	Mainland, Pa.	11	3.453	3.613	Willow Ridge Farm	Hatboro, Pa.	09	3.501	3.562
"	Philadelphia, Pa.	—	3.543	3.675	Wilmer Dairies	Conshohocken, Pa.	07	3.422	3.551
"	Brandtsville, Pa.	276	3.237	3.369	Wissahickon Dairy	Philadelphia, Pa.	—	3.700	3.850
"	Byers, Pa.	22	3.293	3.425	Witchwood Dairy	Spring House, Pa.	11	3.552	3.741
"	Carlisle, Pa.	276	3.237	3.369					
"	Hurlock, Md.	283	3.230	3.362					
"	Massey, Md.	241	3.272	3.404					
"	Millville, Pa.	332	3.181	3.313					
"	Sudlersville, Md.	248	3.265	3.397					
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.495	3.625					
"	Boiling Springs, Pa.	276	3.189	3.319					
Hill Crest Farms	Eddington, Pa.	09	3.461	3.398					
Holiday Dairy	Norristown, Pa.	09	3.434	3.668					
Homestead Grnsy Farm	Chester Heights, Pa.	11	3.583	3.636					
Hutt's Dairies	Philadelphia, Pa.	—	3.648	3.661					
Individual Dairies	Philadelphia, Pa.	—	3.721	3.780					
Ivy Crest Grnsy Dairies	Hatboro, Pa.	09	3.516	3.762					
Jersey Queen Dairy	Philadelphia, Pa.	—	3.609	3.836					
Johnson, J. Ward, Dairy	Woodlyn, Pa.	07	3.528	3.731					
Lehigh Valley Farmers	Allentown, Pa.	234	3.720	3.720					
Marmer, John	Bryn Mawr, Pa.	—	3.602	3.808					
Marshall T. Forest	Linwood, Pa.	09	3.549	3.761					
Martin Century Farms	Lansdale, Pa.	11	3.462	3.589					
Meyer Dairies	Ambler, Pa.	09	3.457	3.589					
Miller-Flounders Dairy	Chester, Pa.	07	3.615	3.812					
Missimer-Wood-Nar-	Philadelphia, Pa.	—	3.664	3.872					
cissa Dairies	Boyetown, Pa.	227	3.278	3.413					
Montg-Berk Dairy Co.	Norristown, Pa.	09	3.451	3.521					
Nelson Dairies	Chadds Ford, Pa.	11	3.565	3.778					
Oakes Dairy Farm	Chadds Ford, Pa.	11	3.565	3.778					

*—The location differentials set forth in this column are as provided in paragraphs 961.8d and 961.8e of the marketing order. The location differential as set forth in paragraph 961.8d is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8e an additional deduction of 3 cents per hundredweight is permitted at such plants. (This additional deduction is not included in this listing of location differentials but where it

Secondary Markets

WILMINGTON

The price ceiling on Class I milk in the Wilmington market has been raised by 35 cents per hundredweight through recent action of OPA and is effective as of April 12. No change in the retail price was made and in order to reimburse the milk dealers for the increased cost of their product the Commodity Credit Corporation has made an offer to dealers which, in effect, amounts to a subsidy. Details of this action were delayed and, therefore, buyers were not able to determine their prices until later than usual in the month, resulting in many producers being delayed in obtaining their final payments for April milk. A letter has gone to all Wilmington shippers explaining this situation.

Parks Dairy of Camden, N. J., is now buying milk in the Middletown area and members who are desiring additional information about this are urged to discuss the matter with their Inter-State field representative before making any change.

The Delaware State ODT office in Dover is setting up committees to study possible economies in milk distribution, both from farm to dealer and from dealer to consumer. Your Cooperative is well represented on these committees.

Mr. Ealy, market manager, reported to the committee at its last meeting that 22 members had been signed up in the market since the previous meeting of the committee.

SOUTH JERSEY

There is considerable uncertainty in producer prices in this area at this time. This has resulted from an authorized rise in ceiling prices of Class I milk of 23 cents per hundredweight, which was recently approved by OPA but which allowed no change in retail prices.

It is understood, too, that no arrangement has been made whereby the Commodity Credit Corporation would extend its purchase and resale program to New Jersey handlers. As a result of this situation there is considerable uncertainty about the prices New Jersey producers will receive, as the maximum price under OPA has been raised but no order has been issued as yet by the Director of Milk Control bringing the minimum prices up to the highest level permitted by OPA. Producers generally feel that unless the price they receive is increased a lot of New Jersey milk will move to higher price markets, leaving the New Jersey

markets short of milk. A new order from the Milk Control Board is expected soon.

The weighted averages paid for all milk by several New Jersey buyers are now being reported in the Review. There is a possibility, however, that this report may sometimes be completed too late to be included in the current issue, in which case the prices will be carried the following month.

Due to the lack of help and scarcity of supplies, the South Jersey Market Committee will not operate Dairy Dell at Atlantic City this year and has sold all of its equipment.

A truckload of South Jersey milk which had been going to Farmers Dairy at Wrightstown was discontinued on May 1, with most of this milk being turned over to Pennbrook Milk Company in Philadelphia. Inter-State has signed up as members 12 of the producers who were shipping on this truck.

TRENTON

Production in the Trenton area is showing a slight seasonal increase but pasture conditions are uncertain and unless they improve a sharp decline may be expected soon. The alfalfa crop suffered severely from weather conditions of the past Winter and the present prospects are for a short crop. Also, with the corn borer becoming a menace many milk producers are inclined to put more dependence upon feeds other than silage.

The price increase for New Jersey milk producers is considered long overdue and unless this is corrected soon it will tend to further discourage milk production and may result in a serious shortage in the late summer and fall months.

Farmers, generally, feel that in their production of essential wartime goods they have been handicapped through lack of equipment and supplies on the one hand and uncertainty about receiving fair and adequate prices on the other, both of which are likely to have unfavorable reactions on future production plans.

In checking over her grocery bill Mrs. X found this item: "One tom cat, 15 cents." Puzzled, she called up the grocer to ask what it meant. "Oh," he explained, "That's tomato catsup."

In the good old days the man who saved money was a miser. Now he is a wonder.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during April, 1943.

Farm Calls.....	1721
Non-Farm Calls.....	351
Butterfat Tests.....	4163
Plants Investigated.....	58
Herd Samples Tested.....	225
Brom Thymol Tests.....	299
Miscroscopic Tests.....	112
Membership Solicitations.....	704
New Members Signed.....	228
Local Meetings.....	3
Attendance.....	330
District Meetings.....	4
Attendance.....	207
Committee Meetings.....	5
Attendance.....	49
Other Meetings.....	12
Attendance.....	1726

Don't Let It Happen

Steel makers have issued a warning that another scrap metal shortage threatens.

If this is allowed to happen steel mills may be forced to shut down furnaces, construction of ships may be delayed, manufacture of tanks might be slowed down, aircraft production would face curtailment, ammunition makers might be stalled—farm machinery quotas may have to be reduced.

This catastrophe can be averted if every farmer in the country will turn in all the scrap on his farm. Farm scrap is better because it is heavier.

The scrap shortage warning has been sounded, and its call must be heeded.

Farmers — Turn in your scrap metal — Now!

Gentleman: "Do you mind taking that purple and yellow tie out of the window for me?"

Shop Assistant: "Not at all, sir."

Gentleman (walking to door): "Thanks! It bothers me every time I pass."



Dear Herb:



Dear Herb:

How's every little thing? Sorry I didn't write sooner but I've been plenty busy as I guess everybody is these days.

Besides I was on the bum for a couple of weeks—seems like my stomach's been out of whack or something.

After missing a couple of days work, I decided to see a doctor. Our company has been trying to keep down absenteeism.

So I walk into the Doc's office, and guess what's the first thing he asks me? This'll kill you—here's a guy getting paid to dish out pills and stuff.

"What kind of grub you been eating lately?" he says.

"What's that got to do with me?" I come back with.

I guess that was the wrong thing to say because right then and there he really starts giving me a fireside chat about vitamins and minerals. In fact he covers everything very thoroughly excepting my stomach, which is feeling anything but good at that point.

After he beats down my ears with this stuff for about ten minutes, I say, "listen Doc, I've been a meat and potatoes man all my life and it never gave me any trouble before."

"No," he says, "and you haven't ever tried to help win a war before, either!"

He had me there! Next thing he wants to know what I eat for lunch? It begins to sound like a quiz show and any minute I'm expecting him to pop the sixty-four dollar question. However, I humor him along.

When I finally convey the idea to him that I never eat anything but sandwiches and coffee for lunch—ye gods! You might have thought I said arsenic and sawdust!

"Look Bud," he says in a very non-professional tone, "you don't need medicine — you need some food!"

"And," I counter flippantly, "under what heading do you put

sandwiches, Doc—birdseed?"

Then he really lets me have it! He says, "I'll try to enlighten you in words of one syllable. You work eight, maybe ten hours a day: any job is confining. You don't get enough exercise. Under these conditions there's only one way to keep yourself in shape—good food—three times a day."

"Are you trying to tell me, Doc, that some of these vitamins and minerals are going to make a new man out of me?" At this point I'm practically laughing in his face.

"You catch on fast," says the Doc. Well, the thing finally winds up that he makes me promise to get a lunch box. He gives me a couple of charts on diet along with some instructions to the "Mrs." on what is to go in the box.

Two days later, I start to work with my school companion under my arm and my tongue in my cheek, not knowing or caring what today's lunch will bring forth.

When the noon bell rings, I break out my trusty little lunch box and open it with a disdainful snap.

Out of the thermos gushes hot soup, and I'm beginning to show a little interest in life. In one corner is a jar full of cole slaw, with some radish and carrot chasers.

The pay-off is when Jim McCann sits down beside me to eat lunch. Jim's been ribbing me plenty about carrying my brief case to work, but at this stage he's beginning to look slightly dissatisfied and envious. From a paper bag he drags out two very homely and beat-up looking sandwiches. One look at them and I say to myself, "what won't they think of next—that's the first time I ever saw a corrugated sandwich."

There I sit, munching a very tasty rye bread job with some kind of cheese spread inside, and guzzling milk (the Doc also ordered that). I am feeling very superior, so to speak.

Finally Jim breaks down and says, "what does a guy have to do to get the little woman to pack a lunch like that—get a court order?"

"Nope, just a doctor's order," I tell him.

Then I give him the whole story about vitamins and minerals just like the Doc gave it to me. I don't know much more about it than Jim does but he goes for it hook, line and sinker.

Flash!—when last seen, Jim was eating a lunch that looked like mine.

You know, Herb, I haven't been back to see the Doc since. I hate to admit to the guy how right he was after the way I acted. Not only do I feel better, but lately, the boss has been looking at me with a new glint in his eye. I think I feel a foremanship coming on.

Take my advice Herb and eat a good lunch—it's got pills beat a mile!

Be seeing you.

Joe

P.S. Doc also says plenty of fruit is good for what ails you—in case anything does.

This article is a reprint from the Sharpe & Dohme publication, "Extract." It is one of a series being published by the Philadelphia Dairy Council for use in the house organs of numerous industrial organizations engaged in essential work.

The managements of these organizations seem to feel that this is a pleasant and practical way of presenting the story of food and nutrition to the war worker.

From our standpoint it offers an excellent opportunity to contact thousands of persons who would be, otherwise, impossible to reach.

Two Negroes were discussing their chances of being drafted.

"Tain't gwine to do 'em no good to pick on me," said Sam, "cause I ain't gwine to do no fightin'! Ah ain't lost nothin' in dem countries and dey can't make me fight."

"Yo' may be right," replied Mose, "Uncle Sam can't make you all fight but he can take yo' where de fightin' is an den yo' use yo' own judgment."

War ration book No. 3 will be distributed through the mails, beginning late in June and ending July 21, the OPA has announced. No information is yet available as to the purpose for which this book will be used, except that, to some extent at least, it will be a replacement for books previously issued. One hundred twenty million individuals will receive copies of this book through the mail.

A wedding carriage was seen driving through the streets of London the other morning. Inscribed in chalk on the back were the words "Result of Careless Talk."

Oleo Powers Push for Privileges

IT WOULD seem that the Axis powers are not the only ones seeking to improve their position by means of war. Strenuous efforts are being made by the oleomargarine industry, with the present world struggle as a background, to woo popular opinion and, they hope, win it too.

Ample evidence of this has been provided through their telling part of the story to various agencies in position to disseminate information and, in every instance of course, describing the oleo industry as the victims of the greed and unfairness of the big, bad dairy industry of the nation, including the 3 million farmers and their families who depend upon dairying for a substantial part of their income.

A champion of the oleo industry is Representative H. P. Fulmer of South Carolina, author of bill HR 2400, which would do things "for" the oleo industry and probably "to" the dairy industry. Fulmer's bill would strike out several sections of the present oleo law and amend other sections. Incidentally, the law describes this product as oleomargarine but Mr. Fulmer prefers to call it margarine, which is the pet name used by the oleo interests, including their lobby in Congress.

Would Do as They Please

One section that would be deleted from the law defines oleomargarine and lists its ingredients. With that out anything could go, regardless of its quality or source. Another section would remove the 1/4-cent per pound tax on uncolored oleo and the 10-cent tax on colored oleo. With that 10-cent tax removed, white oleo would soon be a thing of the past.

Another section which would be repealed defines manufacturers of oleo and its repeal would leave any possessor of manufacturing equipment eligible to make the product. Two other sections pertain to wholesalers and retailers and if those parts of the law were eliminated all control over its movement in trade channels would be lost.

Perhaps the high point of the whole affair is reached in the provision that an additional revenue tax of 15 cents per pound would be added to the present import duty imposed on this product. This, of course, would leave the market wide open for domestic oleo makers.

Removing all taxes on oleo would take the Internal Revenue Department out of the enforcement picture and put what enforcement would be left in the hands of the Food and

Drug Administration. Besides that, with no tax or license fees, such penalty provisions as might be left in the law would be empty gestures, as enforcement would no longer be measured in terms of the language expressed with dollars.

On this whole matter, we quote the "Dairy Record," as follows:

"America prides itself upon having the best of everything. It has been extremely fortunate in the gifts bestowed upon it by a kindly Providence, and in the advances made by its people. But of recent years it has been prone to give way too much to the importunities of self-seeking individuals and nations.

Canada Prohibits Oleo

"Canada still prohibits the manufacture and sale of oleo. Russia accepts it unwillingly, if at all. The Soviets want butter. Neither of those nations has a dairy industry that can compare with that of the United States, yet can anyone imagine either permitting what they have to be jeopardized? Can anyone conceive of either, if they had a

dairy industry comparable to that of the United States, permitting a bunch of crackpots and political opportunists wrecking that industry? Does anyone believe that they, or any other nation, would permit as important an economic factor to be destroyed by the competition the American dairyman faces, even though no question of the superiority of the product were involved?

"It's time America started to think. It's time American dairymen started to act."

Add to all this what Edward R. Stettinius, Jr., Lend-Lease Administrator, told the House foreign affairs committee, "Russia specifically requested butter instead of oleomargarine for their fighting soldiers because their experience indicated to them butter provides more staying qualities in cold temperatures than butter substitutes."

Smart boys those Russians.

Someone has taken the trouble to figure that the annual U. S. milk supply would fill a river 3,000 miles long, 40 feet wide, and 2 1/2 feet deep.



W. L. Kershner, Greencastle, Pa., is proud of these nine calves but even more proud of his grandsons Billie and Bobbie and of their friends, Arno, Boyd and Kennie Kuykendall.

Young Calves Do Best If Kept Off Pasture

Pasture grass too often is considered an ideal feed for young calves and they are turned out as soon as the grass is green.

While grass is an excellent feed, a young calf's stomach has not developed enough to handle sufficient grass to keep the calf growing as it should, says Pennsylvania State College's extension specialist, R. H. Olmstead. As a result, many calves that are started well get a real setback when they are turned on pasture, he reminds.

Calves do best when they are not turned on pasture until they are approximately 12 months of age. They should not be given a quick change from dry feed to pasture. It is better to continue grain and hay feeding for several days until the heifers become accustomed to

pasture grass. In fact, heifers will do better if they get some dry hay all summer. The dry hay slows up the movement of the grass through the digestive tract and calves will make much better use of the grass they eat.

Heifers should be watched closely during the summer and kept in a thrifty, growing condition. Such care results in larger cows, which are better milk producers on the average than small cows.

Dry cell batteries are being made available in limited quantities for the specific use of small, independent telephone companies and users of such telephone service. Distributors may obtain these batteries which are made available on the condition that they are to be sold only for telephone use.

BUY WAR BONDS AND STAMPS

Incomes and Costs Compared

Rural Gains Are Relatively Small

OUR National economy is suffering from a dislocation of the relative earning power of important segments of the population. This, in turn, is having a grave effect on our efforts to avoid inflation. Appearing on this page is a tabulation containing some pertinent comparisons of group incomes in February, 1943, as compared with January, 1941, and with the yearly average of 1929, a period generally looked upon as a highly prosperous era.

First, let us make the comparison with 1929. We find that for every \$100 farmers got in 1929 they were receiving at the rate of \$169 in February, 1943—but this was for a much larger volume of production. We also find that for \$100 expenses back there in 1929 they had to dig up \$105 last February, which does not cover the added costs due to the larger volume of production. In addition, their hired help which received \$100 in 1929 were getting \$124 in February for putting in the same amount of time. Those items are taking a big slice out of the extra income of the farmers but it still appears to leave them somewhat better off as compared with the former period.

More Than Doubled

But what about the people who worked in industries in 1929 and were still there in February, 1943. We find that for each \$100 income they received in 1929 they were getting \$213 in February of this year, a gain of \$113. We also find that in February this year people working in cities had to pay out in living expenses only \$99 in order to get along as well as they did while spending \$100 back there 14 years ago. Their food costs were up slightly but other expenses were slightly lower.

Carrying this one step farther, the farmers, if hired labor is left out of the picture, had an extra \$64 but industrial workers in the city had an extra \$114 for each \$100 they earned in 1929. That, in as simple language as we can make it, explains why there is a shortage of farm help today. That, also, points out the real danger of inflation—a tremendous amount of money available but without the goods to exchange for the money. Such a situation leads to the spending of more money in order to get the fewer goods available, a repeated "bidding up" which is a highly dangerous inflationary factor.

The 25-Month Gains

Let us make another comparison—February, 1943, with January, 1941. This time, using January, 1941, as 100, we find that at current prices the cash income received by farmers would be \$169 where it was \$100 just 25 months earlier. But that extra \$69 isn't all gain because, where \$100 used to be spent for farm living and production expenses, \$132 must now be spent for these things, and where the farmer has to hire labor he has to pay out \$180 to get the same help he could have gotten for \$100 only 25 months earlier.

Likewise, where the industrial workers were getting \$100 in January, 1941, they are now getting \$207—but for every \$100 they had to spend for living then they now have to spend just \$120.

Stated another way, industrial workers have an extra \$87 to spend for every \$100 they were earning as recently as January, 1941.

It is only fair to point out that workers in certain non-essential industries and, to quite an extent, those generally in the "white collar class" have not enjoyed the in-

creased income which has been experienced by the average individual industrial worker. But many, many of them have gone into industry and are enjoying those new-found advantages accruing to industrial workers.

Farming under any circumstances is a gamble and when the best prospect held out to a farmer is the chance to break even if he gets all the "breaks" and lose heavily if the "breaks" are against him, it is only human for thousands and thousands of farmers to take up work with a comparatively sure—and satisfactory—wage and which involves no capital risk whatever on their part. Any national economic policy which permits such a condition to exist needs an overhauling until it hurts in places that never really "hurt" before.

National policy has permitted the war to dislocate our economy too much to get it back completely "in joint" before the war is over. But, even so, a realistic facing of the facts right now and henceforth can go far in helping our nation's agriculture hold its own until this war is won.

Turnips and Sunflowers Are Soil Detectives

Not many of us have heard of boron as a fertilizer, but this material is absolutely essential for proper plant growth. Evidently most soils contain a sufficient supply of it. Boron, incidentally, is the basic element of borax.

The lack of boron in the soil may be determined by laborious and technical chemical analysis but a much simpler way is to use two plants which play the part of soil detectives—turnips and sunflowers, both of which are especially sensitive to the lack of this element.

Soil specialists at the New Jersey Agricultural Experiment Station have supplied numerous interested farmers with small packages of borax, with instructions as to how to use this material in testing soil in which a deficiency of boron is suspected.

In the ninth grade English class the teacher was discussing etiquette. When she had finished, she asked Bobby how he would ask a girl to dance.

Bobby replied: "Come on, worm, let's wiggle!"

Incomes and Expenses Compared

	February, 1943, compared with Year 1929	Jan., 1941
Cash Income from farm marketings.....	169 percent	152 percent ^t
Prices received by farmers.....	112 "	171 "
Prices paid by farmers*.....	105 "	132 "
Wages paid to labor by farmers**.....	124 "	180 "
Factory payrolls.....	248 "	217 "
Income of industrial workers.....	213 "	207 "
Retail food prices.....	101 "	137 "
Cost of living in cities.....	99 "	120 "

* For commodities used in living and in farm production.
** January, 1943 figures.

Public Being Told Facts About Dairy Situation

THE American Dairy Association, established to do a specific job, deserves the plaudits of all dairymen of the country. It was organized about three years ago to tell consumers about the value of milk and dairy products and to encourage the greater use of those products. Now, however, this organization, popularly known as ADA, has changed its promotion program slightly and by means of advertising and public

contacts it aims to achieve the following objectives:

1. To hold public preference of dairy foods, which has been developed over a period of many years by the earnest efforts of this country's five million dairy farmers.
2. To gain public understanding of the farm problem.
3. To guard against temporary shifts to substitutes from becoming permanent.

4. To promote research into the advantages of dairy products.

5. To prepare now for post-war sales opportunities for the products of the dairy farms.

In reporting on this subject, Owen M. Richards, general manager of ADA, stated that the directors of the association went on record to continue to give voice at all times to issues affecting the production, distribution and rationing of foods during the wartime emergency.

In addition, while taking no immediate action relative to the point rationing of butter and cheese, definite opinion was expressed that changes in point values and re-grouping of foods may be necessary in the near future to insure a more equitable distribution of butter and cheese while at the same time stimulating rather than retarding dairy production.

The American Dairy Association is supported by dairymen of about a dozen mid-West and far West states. Funds for carrying on this program are raised through the authorized payment by all dairymen in those states at the rate of one-half cent per pound on all butterfat marketed during some certain month of a year, usually June, July or August. In some instances the deduction is made at the rate of one cent for a half-month period. Although the total money received by ADA in this manner permits the carrying on of a fair advertising program, it is still small for such a tremendously big industry, as compared with the advertising appropriations advanced by other industries of far less importance to the nation and of importance to far fewer individuals in the nation.

A Dairyman Makes Good

Proof that "nothing succeeds like success," is provided by the record of Harley Knox, president of the Dairymen's League of San Diego, California, and, more recently, mayor of that thriving city.

A few years ago Mr. Knox was approached by a reform element to run for a position on the San Diego city council. The people liked him and elected him in spite of opposition by many political groups.

Just last month the people of San Diego, at a regular election, elected Harley Knox their mayor. Incidentally, San Diego is one of the fastest growing municipalities in America, with the Pacific Coast's largest navy yard located there, plus numerous airplane factories, other war industries and military and naval training centers, all of which challenge the ingenuity and ability of forces interested in good—and clean—government.

Penna. Legislature Acts On Agricultural Bills

THE PENNSYLVANIA legislature wound up its 1943 session on May 8. Several bills of interest to agriculture were passed during the closing days of the session and are now awaiting action by the Governor. A few other bills, which agricultural leaders feel should have been passed, were defeated.

Legislation was enacted to carry on the Bang's and bovine tuberculosis eradication programs. The appropriation for this purpose was increased from \$1,400,000 to \$1,700,000 for the coming two-year period. This money will be expended in the testing work and in the payment of indemnities to owners of animals found suffering from either of these diseases.

The appropriation bill for the Department of Agriculture carried \$200,000 additional over the appropriation for the preceding biennium. This, however, is more of a restoration of funds previously appropriated for the department's use, rather than an addition, as the previous two legislatures had reduced the Agriculture Department's funds.

Another bill provides \$130,000 additional funds especially earmarked for agricultural research by Pennsylvania State College. This is in addition to the funds normally used for research from the regular college appropriation.

A bill was approved by the legislature which would make two changes in the milk control law. One of the changes would remove the requirement that the Governor must affix his signature to all price orders issued by the Milk Control Commission. The other one would require a final hearing by the Commission between the preparation of an order and its issuance.

The Pennsylvania State Council of Farm Organizations has asked Governor Martin to veto this bill because it is felt that under the present arrangement the Governor asks the Attorney General to review any proposed order with interested parties before the Governor affixes his signature, and this gives producers an excellent opportunity to approve an order or point out weaknesses in it without the delay and confusion which would probably occur with another public hearing.

Three bills amending various laws affecting agricultural cooperatives were defeated in the final session of the legislature. One bill would have more clearly defined the net income tax status of cooperatives which are organized under the Act

of 1889. A similar bill applied to the Act of 1919 for non-stock agricultural cooperatives.

The third bill applied to agricultural cooperatives with capital stock as organized under the 1929 Act. The latter bill also included a provision to allow two or more cooperatives to organize into another cooperative, and an additional provision which would provide that patronage dividends or refunds would be paid to members and non-members on an equal basis, as is provided under the Capper-Volstead law on the Federal statutes, and under which the Federal income tax status is determined.

Two bills before the legislature dealt with the oleomargarine problem. One of the bills, which was passed, provides that State institutions may buy and use oleomargarine on condition that they first obtain and use butter up to the limit of the supply available to or obtainable by them. This bill was enacted for a two-year period only and will expire automatically at the expiration of that period.

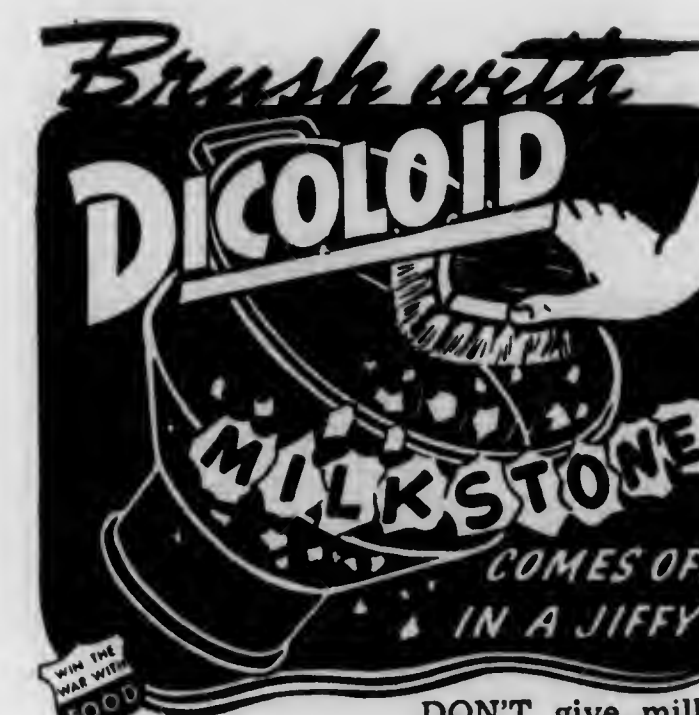
The other oleomargarine bill sought to reduce the wholesale and retail license fees now required of dealers in oleomargarine. This bill failed of passage.

Garlic Works Fast

Garlic sniffing should be taboo for the cow giving milk. How fast garlic flavor can get into milk when a cow gets into a garlic patch is shown by some studies made by the U. S. Department of Agriculture.

A cow doesn't even have to eat the garlic to have her milk affected. She need only smell it—or at least, inhale it steadily for 10 minutes, as she might when browsing a garlicky pasture. The milk will have a strong garlic flavor and odor 2 minutes after a cow inhales garlic for 10 minutes. Milk drawn 90 minutes after such inhalation is free from garlic flavor and odor.

Still faster is the effect of eating the garlic. When cows were fed half a pound of garlic experimentally slight garlic flavor and odor were detected in the milk one minute later. The intensity of the garlic flavor and odor increased with the interval following the feeding. In 10 minutes both were very strong, and even after 4 hours, the flavor and odor of the milk were still objectionable. Not until 7 hours after the garlic feeding did the undesirable flavor and odor disappear.



DON'T give milk-spoiling bacteria a chance to hide beneath a coating of milkstone. Play safe. Protect your milk by cleaning milk pails and milking machines regularly with DICOLOID. A concentrated powder, DICOLOID is easily applied with a wet brush. Its powerful action removes stubborn contamination in a jiffy... without injury to the utensil. Made by the makers of Diversol... order from your hauler today. The Diversy Corporation, Chicago, Ill.

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It may be bad etiquette for a husband to walk between his wife and the shop windows—but boy, it's smart!

Prospective Roomer: "This window is quite small. It wouldn't be much good in an emergency."

Landlady: "There ain't going to be no emergency. My terms are cash in advance."

THE GREATEST TESTIMONIAL EVER GIVEN BUTTER!

URGENT...SEND US GUNS AND TANKS AND BUTTER!

Mr. President and all America!

We are carrying on this page a reproduction of parts of two advertisements which have been carried during recent months by ADA. These advertisements show vividly what the dairyman's problem is, and will go far in helping educate our consuming public on the job that is being done by the American dairyman in spite of the difficulties encountered by him in doing this job. The cut was supplied through courtesy of Pure Milk Magazine of Chicago

AMERICAN DAIRY ASSOCIATION


USE BUTTER

EVAPORATED MILK

CHEESE

MILK

Reduce milk waste!



sanitize with
B-K
CHLORINE BACTERICIDE

Milk is vital today, and a 200 ppm solution of fast-working B-K Chlorine Bactericide helps cut needless waste. Put B-K to work today, and increase your high quality milk percentage.

Pennsylvania Salt Mfg. Company
B-K Division, Dept. 1M
Widener Building, Philadelphia, Pa.

Cash Prizes

For Winning Pictures
in the

REVIEW PICTURE CONTEST

An opportunity to turn your
really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page.
\$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review,
401 N. Broad St., Philadelphia, Pa.

(Unused pictures will be returned)

"Point" rationing has been defined: The customer simply points to what he wants, and the grocer tells him he can't have it.

If you've heard "that one" before, remember that Humor, like History, repeats itself.

Dairy Shortages Appear Imminent

THE effect of point rationing of butter and cheese began to be apparent early in April. Both products were assigned a rationing value of 8 points, and consumers, at first, neglected to some extent both cheese and butter in favor of meats. The fact that many consumers had stocked up with cheese in anticipation of rationing had a further slowing effect on movement of the product in retail stores. The picture for butter, however, soon began to brighten as the choice between butter at 8 points and oleomargarine at 5 points brought out the consumer preference for butter.

Creamery butter production during March, 1943, was estimated to be 3 percent over March a year earlier. The seasonal gain in production during the week ending April 29 over the preceding week was 5 percent, but this was less than the gain during the comparable period last year, according to weekly creamery butter production figures published by the USDA. Total production compared with the same week a year ago was 1 percent less. The North Atlantic States produced 18 percent less than a year earlier, but the South Central States produced 13 percent more. Lower production occurred in Ohio, Indiana, Illinois and Minnesota. Gains occurred in Wisconsin, Iowa and Michigan. Reports of the USDA had shown a production increase of three percent during January, February and March, 1943, compared with the same months last year, and the weekly reports during April showed increases over last year, with the exception of the last week in the month.

Creamery butter in cold storage on April 1 was a little more than one-third the quantity in storage a year earlier; only 16 million pounds compared with 45 million. The butter storage stocks in 35 markets, reported weekly, amounted to 20 million pounds during the week ending April 24, 1943, compared with nearly 31 million pounds for the corresponding week last year.

American cheese production during March was estimated at 74 million pounds, 20 percent less than during March, 1942. Production during the first three months of 1943, likewise, was about 20 percent under the first quarter of 1942, and production during the last week in April dropped to 23

percent under the corresponding week a year earlier. American cheese in storage on April 1 totalled 65 million pounds, just 100 million pounds less than on April 1, 1942. Moreover, there was a decline in the cheese stocks held in 35 cities during April, from 46 million pounds on April 3 to 43 million pounds on April 24.

The increases in storage stocks of butter which occurred during March and April were contrary to the usual seasonal trend and result very largely from the Government purchase program. A Government "set-aside" order provided originally that approximately 30 percent of the production of creamery butter be set aside for Government purchase. This proportion recently was increased to 50 percent during May, June and July. At the same time a similar order affecting cheese was raised from 50 percent to 70 percent. The War Food Administration thus plans to obtain the needed Government supplies during the flush season and leave production during the low season to meet civilian demand. The Food Distribution Administration has announced that civilians will have to get along this year on not more than 12.7 pounds of butter per capita compared with an average per capita consumption of 16.8 pounds yearly during the 5-year period 1935-39. Cheese supplies for civilian use of 5.7 pounds per capita, however, will be near normal, as indicated by the 5-year average.

Evaporated milk production during March was 26 percent under last year, 253 million pounds compared with 340 million pounds in March, 1942. But storage stocks more than doubled during the first quarter of 1943. The quantity in storage April 1, however, was not much over one-third the quantity in storage a year earlier, 78 million pounds this year compared with 214 million pounds last year.

Dried skimmilk production of 42.2 million pounds also was down 22 percent in March from March, 1942, and production for the first quarter of 1943 was 23 percent below the like period a year earlier. The volume of spray dried skimmilk produced during March was 21 million pounds. The Government set-aside order for spray process dry skimmilk calls for 90 percent of total production, but recent efforts have been made to obtain a part of the remaining 10 percent. More

plentiful supplies of roller process dry skim have been reported recently.

Shortages of fluid milk supplies in certain areas such as Maryland, the District of Columbia and Virginia, have caused supplies to move from New York State and parts of the Philadelphia milk shed into those areas. These shortages have brought predictions of rationing of fluid milk in such deficit areas. Total U. S. production in March was 1 percent greater than a year ago, but production was generally lighter in the Eastern fluid milk areas. Production per day per dairy is running more than 3 percent under last year in the Philadelphia milk shed. Average production per herd on May 1 was 314 pounds per day whereas it had been 326 pounds on May 2, 1942. In Pennsylvania the average production per cow on April 1 was 18.2 pounds, compared with 19 pounds a year ago, according to the Pennsylvania Department of Agriculture. Late pastures in widespread sections of the country have forced farmers to feed grain.

Fluid milk prices have moved upward in a number of markets, including Providence, R. I., where a price increase had been "rolled back" by OPA; Sioux City, Ia.; the Omaha-Council Bluffs area; and Madison, Wis. Resale price increases for home-delivered milk occurred in the following places: Louisville, from 15 to 16 cents per quart; Springfield, Mass., from 15 cents to 15½ cents; and St. Louis from 15 cents to 15½ cents. Under the Commodity Credit Corp. subsidy plan, Philadelphia remains among the very few markets having a 14-cent price for home-delivered milk. In 31 markets reported by the USDA in its "Fluid Milk Prices in City Markets," only two, Madison, Wis. and Quincy, Ill., have home-delivered prices less than 14 cents per quart. Philadelphia, along with Alton, Ill. and Kalamazoo, Mich., have a 14-cent price. The prices in other places range up to 17½ cents with 15 cents as the prevailing price.

Philadelphia cream prices for the week ending May 8 on cream approved for Pa., Newark and Lower Merion was \$23.25—\$23.50 per can; that approved for Pa. only, \$22.50—\$23.00. The upward movement of cream prices during April caused the Philadelphia Class II price to increase by 2.1 cents. Average wholesale prices of butter and dry skimmilk used in computing the Class II price have not changed since January.

Sugar, unknown to the Greeks and Romans, was introduced into Europe as a medicine.

Meeting Calendar

May 18—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
May 25—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
May 25—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
June 17-19—Conference on Wartime Problems of Agriculture—State College, Pa.

Grow Emergency Crops For Hay and Pasture

With increased demand for dairy products and a critical dairy feed situation facing Eastern dairymen, there will be greater need for hay, pasture, and silage on many farms in 1943. Many alfalfa and clover fields have suffered severe winter injury and cannot produce as well as expected this season. Hay, pasture, and silage are the feeds which a good dairyman must grow at home in adequate amounts, since they seldom can be provided otherwise. Plenty of good legume hay and silage reduce the need for high protein concentrates.

Soybeans provide an emergency hay crop almost equal to alfalfa. They may also be run into the silo, either alone or with corn, to add protein and carotene to the ration. Soys can be put in on corn stubble and, if cut for hay, may be followed by winter grain. They will generally be more profitable than a crop of oats, especially if the oats are late-sown. In southern Pennsylvania counties soys can be sown after canhouse peas, or even after an early harvested hay crop. Extension Leaflet 36, available from County Extension offices, gives detailed information on the growing of soybeans.

Sudan grass has largely replaced millet in southern Pennsylvania. Both millet and Sudan grass should be cut early, not later than the bloom stage, in order to make satisfactory hay. Soybean hay is nearly twice as high in protein as Sudan hay. Sudan grass and Japanese millet also may be used as temporary pasture. They will be ready for grazing about five or six weeks after seeding, and will make a lot of good feed during July and August. Mixtures of Sudan grass and soybeans are good to cut and feed green to supplement short pastures. Such mixtures also may be cut for hay or silage but are rather difficult to handle.

Oats cut in or before the milk stage make hay similar to timothy. Rye for hay should be cut when in bloom. It can be followed by a crop of soybeans or Sudan grass. Making hay of any small grain on land where it is likely to grow very heavy eliminates lodged grain and smothered seedings.



For Calf Pails, Milk Cans,
Utensils, Milking Machine
Parts, Separator Units, Etc.,
Sanitize with
HTH-15

HTH-15 is a chlorine bactericide in free-flowing powder form. Easy to use. Low cost. Harmless to dairy metals.

Helps Avoid Rejects

Sanitize containers and utensils with HTH-15—helps keep bacteria counts down.

THE MATHIESON ALKALI WORKS (Inc.)
60 East 42nd St. • New York, N. Y.



SANITATION
HTH-15
PROGRAM



Horace F. Temple
INCORPORATED
PRINTER
WEST CHESTER, PENNSYLVANIA



HARD ON DIRT
EASY ON UTENSILS
The New Improved
DUMORE
THE CLEANER THAT
LEAVES NO FILM OR SCALE

Here's a cleaner that's made to order for dairy farm utensils. DUMORE vigorously attacks milk fat and stubborn dirt... but it's oh so gentle to hands and utensils. Economical to use... rinses quickly, freely... leaves no film or scale. Clean utensils right after milking with DUMORE; disinfect utensils just before milking with DIVERSOL.

Order from Your Dairy
THE DIVERSEY CORPORATION
53 W. Jackson Blvd., Chicago, Ill.

More Electric Fences

The War Production Board has worked out plans to permit the manufacture of electric fencing materials for use on the nation's farms. This action was taken because of the savings in labor and material through the erection and use of electric fences as compared with ordinary farm fences.

It was also decided that the quotas for the manufacture of electric fence controllers would be based upon weights of materials used, as it was felt that through this method more controllers would be made from the same amounts of critical materials.

Ice Cream in the War News

In the midst of battles, their preparation and aftermath, the boys think of home and their favorite pastimes. Many times the news from far off places recounts incidents that touch the heart of every reader.

Such is part of the account of Barney Ross, former boxing champion, back, wounded, from serving with the U. S. Marines on the fierce Guadalcanal fighting. From the "Boston Daily Record," and the "Philadelphia Evening Bulletin," is the following excerpt:

"The finest time I had was in the sick bay one day when a Marine obtained an ice cream freezer. Don't ask where he procured it. Such questions aren't answered.

"Then some forager got some ice from the ice house the Japs so conveniently built and which our first landing parties took from them intact. Next, some ice cream powder was 'found', and some powdered eggs, and a can of pineapple and one of cherries.

"We mixed them all together in the freezer, and there were fellows so homesick they were almost crying. Everyone wanted to turn the freezer. We had to toss for turns.

"That gallon and a half of ice cream fed 85 Marines. None of us got much of it, only a couple tablespoonfuls, and it wasn't frozen very solid, but it was the best thing we ate on the island."

Carrying a headline article on six Maryland boys selected to be sent back to U. S. for Officer's training "The Baltimore News Post" quotes one of the boys:

"We are going back home to see relatives and friends and wrap ourselves around ice cream and real eggs and then start working to become Officers."

Patient: "My wife tells me I talk in my sleep, doctor. What should I do?"

Doctor: "Nothing that you shouldn't."

NEWS OF IMPORTANCE TO DAIRYMEN

About Gulf Livestock Spray

GULF LIVESTOCK SPRAY will again be available this year to help combat the fly invasion.

The formula, due to wartime necessity, has been changed. Pyrethrum, the insect-killing and repelling ingredient formerly used in Gulf Livestock Spray, is being used so extensively throughout the world by our Armed Forces that insufficient quantities remain available for all the pressing agricultural needs.

But you still can depend on Gulf Livestock Spray. It contains the best ingredients now obtainable, and it continues to be a very effective killer-type spray. It also repels stable flies, horn flies, sand flies, buffalo gnats, and mosquitoes as effectively as the Gulf Livestock Spray of old.

In recommending Gulf Livestock Spray to you, we do so with only one reservation: it is *not quite* so free of odor and taste as our former product and reasonable care should be used when spraying it at milking time. Otherwise you will find our wartime Gulf Livestock Spray as completely satisfactory as the Gulf Livestock Spray you have used in the past. Furthermore it is still sold on the basis of SATISFACTION GUARANTEED OR YOUR MONEY BACK.

As you read this, initial shipments of the new Gulf Livestock Spray are on the way to your dealer, and additional quantities will be shipped to him throughout the fly season. If your dealer does not have any Gulf Livestock Spray on hand just now, leave your order with him for early handling.

NO INCREASE IN PRICES

- | | |
|--------------------------|--------|
| 1-Gal. Containers . . . | \$1.19 |
| 2-Gallon Cans* . . . | \$1.93 |
| 5-Gal. Usable Pails* . . | \$4.75 |

*While Stocks of these sized containers remain available.



GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf Stations

★ We can't win a war on Credit—buy War Bonds and buy more bonds ★

The job of every farmer is to use every facility at his disposal to produce as much food as possible, in order to put teeth in the statement that "Food Will Win the War."

Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXIV

Philadelphia 8, Pa., June, 1943

No. 2



Butterfat Subsidy Makes It Necessary To Amend Federal Order

A SPECIAL amendment to each of the Federal milk marketing orders has been made or is pending. This amendment was necessitated through the roll-back and corresponding subsidy of butter prices recently ordered by the Administration.

In many Federally controlled milk markets the price of various classes of milk is determined according to the price level of butter. The roll-back of butter prices would have meant without this amendment a reduction in the price of all classes of milk which were priced according to butter markets.

The Amendment

The Food Distribution Administration, in charge of the administration of these milk marketing orders, called an emergency hearing at Washington on May 28 for the express purpose of amending each Federal marketing agreement by adding an emergency provision, as follows:

"Whenever the provisions hereof require the Market Administrator to use a specific price (or prices) for milk or any milk product for the purpose of determining class prices, or for any other purpose, the Market Administrator shall add to the specified price the amount of any subsidy, or other similar payment being made by any Federal agency, in connection with the milk or product, associated with the price specified. . . ."

The announcement of this hearing was received at the Inter-State office on May 25, the day preceding the May meeting of the Board of Directors. This whole matter and its possible effect on milk prices was discussed thoroughly by the directors and a resolution was passed by the Board in which this proposed amendment to Federal marketing orders was approved by Inter-State.

The Federation's Position

The National Cooperative Milk Producers' Federation held an emergency meeting in Washington on May 27, to discuss the amendment. Fourteen cooperative milk marketing associations operating in markets under Federal orders were represented at this meeting, which prepared and presented at the hearing on May 28 the following statement:

1. We favor an amendment of the character proposed to the Federal milk marketing orders regulating the handling of milk in the various mar-

kets set forth in the notice of hearing with the qualification that it should be recognized as an amendment necessitated by the maladjustments which would result from the contemplated roll-back butter order of the Office of Price Administration. Such an amendment is necessary to prevent the roll-back from being reflected in producer prices.

2. We desire that the record register the further view that our position with respect to this amendment shall not be construed in any way as affecting pending or future petitions for price increases or other changes in Federal orders.

3. We favor the democratic procedure of the Agricultural Marketing Agreement Act authorizing the submission of new orders and amendments to producers for vote and in this instance in any market where time permits we recommend that the usual referendum be conducted among producers.

4. The record should clearly dis-

close that our position with respect to an amendment of this character shall in no wise be construed as any approval of the subsidy principle.

Effect On State Prices

The effect of this roll-back on milk prices under state milk control agencies is not yet clear. At present New Jersey has no classification for which the price is determined according to butter prices, while in Pennsylvania the price of Class III milk (used in making butter) is based upon butter prices. Relatively little milk is used in that classification at present.

The Philadelphia market, under the Federal order, may be indirectly affected should the reduced butter price depress the cream market, and also if the handlers, under the order, made any appreciable quantity of butter. This has not occurred during recent months and with the proposed amendments the price of milk used for butter would be maintained regardless of the subsidy.



Gene D. Fox, staff sergeant in the Marine Corps, though stationed in the tropics, is getting fresh milk from this mechanical cow. Milk powder, butter and pure water are converted back to a remarkable likeness of the original product. Official photo, U. S. Marine Corps.

Canned Milk Rationed

Canned milk has acquired new points. They are points measured in the terms of red stamps from ration book No 2.

The Office of Price Administration issued orders, effective Wednesday, June 2, which added evaporated and condensed milk to the list of rationed foods. This action was taken at the request of the War Food Administration.

The red ration stamps will be used at the rate of one point per pound of canned milk. This means that the canned milk is rationed along with meats, butter, cheese

and cooking fats. The total number of points available for the consumer has not been increased.

The reason given for this action is the need for conserving the limited supplies of these products for those who especially need them. Included in this category, according to the announcement, are infants, invalids and those under special dietary instructions.

Missionary: "Poor man! So you know nothing of religion?"

Cannibal: "Oh, yes. We got a taste of it when the last missionary was here."

Production a "Must" to Meet War Food Needs

It is extremely urgent this year that everything possible be done to lessen the nation-wide decline of milk flow that always occurs when pastures begin to dry up. Much of the so-called summer slump in milk production is the result of failure to recognize that ordinary summer pastures supply an inadequate amount of feed and require supplementary feeding in order to maintain production.

An abundant supply of good hay and silage will be of extreme importance in maintaining milk production at a high level this summer and also through the coming winter.

The War Food Administration and the Dairy Industry Committee have jointly developed an eight-point program to stress the possibilities of providing more home-grown feeds and of utilizing them more efficiently in the production of milk. The program emphasizes the following practices:

(1) Provide abundant pastures—pasturage stimulates milk flow, cuts feed costs, reduces labor needs, conserves soil. Grow temporary pasture crops to lengthen the grazing season and insure extra feed when the permanent pastures dry up.

(2) Provide plenty of good hay—400 pounds a month for small cows and 500 pounds for large cows. Early cutting to increase the protein content, and care in curing and handling to save leaves, improve the quality of the hay.

(3) Provide abundant silage—at least 2½ tons per cow. Corn, sorghums, soybeans, are good silage crops. Temporary or trench silos give extra feed storage capacity. Silage provides extra feed when pastures dry up and extends pasture benefits through the winter.

(4) Condition cows for freshening—eight weeks' rest leads to greater milk production. Stop grain feeding to turn cows dry, continue feeding liberal amounts of good roughage during the dry period, and resume grain feeding gradually. Feed enough to have cows in good flesh at calving time.

(5) Feed good roughage liberally—it's the natural feed for cows, also the cheapest feed. Cows can't eat too much. The more good roughage a cow gets the less grain she will need to produce up to the limit of her inherent ability. Good roughage consists of leafy legumes and early-cut grasses, silage, and immature pasturage.

(6) Feed balanced rations—use protein concentrates wisely. Feed

a grain ration containing 12 per cent protein with good legume hay, 16 per cent protein with good mixed hay, and 18 per cent protein with non-legume roughage. Adjust grain ration to production—feed 1 pound for each 2 to 4 pounds of milk produced.

OPA "Rolls Back" Butter Prices, Subsidy Confuses Industry

THE retail price of butter took a drop on June 10, as a result of an OPA "roll-back" order designed to reduce the cost of living. Since the Department of Agriculture had pledged a minimum price of \$.46 per pound of 92-score butter at Chicago until next Fall, this meant that other means had to be found for maintaining the price to producers. A similar price reduction is planned on meats, to be effective on June 21, and another on coffee.

The retail price reduction on butter was originally scheduled for June 1 but no plans had been worked out at that time to prevent losses to retailers, wholesalers or anyone else who may have happened to have butter on hand purchased at the previous price and compelled to sell at the new price. A new arrangement was then made whereby the Dairy Products Marketing Association (DPMA) which buys butter for Government needs, would buy up at the guaranteed prices any butter offered.

The roll-back of \$.05 per pound became effective at the creamery level on June 1. On June 4 the price charged by creameries to wholesalers was reduced, with creameries privileged to sell to DPMA on or before June 3 at the 46-cent basis all butter manufactured before June 1, and with an additional ten days allowed for delivery.

On June 5 the roll-back became effective at the wholesale distributors' level and on June 10 it became effective at the retail level, the roll-back here amounting to an average of 5½ cents per pound.

In order to fulfill the government's guarantee to maintain butter prices on the basis of 46 cents per pound for 92-score butter at Chicago, it has been necessary for the government to place funds from the public treasury in butter marketing channels. This is being done through the Reconstruction Finance Corporation,

(7) Feed to avoid summer slump—summer decline in milk production is largely the result of inadequate feed. Permanent pastures seldom furnish enough feed more than a month. Cows on dry, short, or tough pastures must be given extra feed, such as temporary pasture, hay, grain and silage.

(8) Raise calves with less milk—send more milk to market. Use home-mixed or approved calf meals to shorten the whole-milk feeding period. Start calves on grain and hay at 2 weeks of age.

which is paying 5 cents per pound to creameries on all butter made since June 1, provided the corresponding reduction is passed on to the trade. This butter is not being bought by RFC, that agency merely providing five cents a pound that was formerly paid by the consumer. These payments, however, are available only to creameries making 1,000 pounds or more of butter a month and are not available to very small operators, including farmers, who make less than 1,000 pounds per month.

Farmers, farm organization leaders, creamerymen and the butter trade are generally dissatisfied with this arrangement. The opinion is general in these groups that the consumers of the country are in position to pay at least the present prices for butter and that this price roll-back helps to increase the demand for butter, while at the same time it leaves additional unspent money in the hands of a large part of the consuming public. Both these factors contribute to inflation and at the same time exert tremendously increased pressure upon the artificial price structure created through price controls, rationing, the roll-back and other unnatural and usual controls over the law of supply and demand.



The most inexpensive payment is a rising vote of thanks.

Daylight saving is founded upon the old Indian idea of cutting off one end of a blanket and sewing it onto the other, to make it longer.

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia 8, Pa.

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22. Honorary Life Member—F. P. Willits, Ward, Pa.
*Member of Executive Committee

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Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

That Little Extra

The following poem was contained
in an extract from The Congressional
Record which came to our office
recently. It would be well for each
of us to ponder the implications
carried in these few lines.

And if our lines should sag and break
Because of things you fail to make;
That extra tank, that ship, that plane
For which we waited all in vain,
Will you then come to take the blame?
For we, not you, must pay the cost
Of battles you, not we, have lost.
—From an Unknown Soldier on Bataan.

The man who wants to do some-
thing finds a way, the other finds
an excuse.

Francis Willits Resigns, Leaves July 1

Francis P. Willits, Jr., who has
been in the employ of Inter-State
Milk Producers' Cooperative since
March, 1937, has resigned his position
as assistant manager, effective
July 1. He is becoming associated
with the Borden Farm Products
Company of New York City, in the
capacity of assistant to the vice-
president.

Mr. Willits was graduated from
Pennsylvania State College in 1932,
following which he became a field-
man with the Inter-State Milk
Producers' Association. He left
that position in the summer of 1933,
in order to handle records and re-
ports under the first Federal milk
marketing order in Philadelphia.
When this order became inoperative
he became associated with the
Philadelphia Inter-State Dairy
Council, following which he spent
over a year as statistician for the
National Cooperative Milk Pro-
ducers' Federation with offices in
Washington. He returned from
there to Inter-State as statistician.

Since September 1, 1942, Mr.
Willits has been in charge of the
field operations of the Cooperative
and has also given general super-
vision to the work of the secondary
markets in Altoona - Huntingdon,
Lancaster, South Jersey, Trenton
and Wilmington.

His transfer to his new position
is a distinct loss to Inter-State
and its members. We are sure, how-
ever, that his understanding of pro-
ducer problems and his keen ap-
preciation of their difficulties will be
a valuable asset in guiding the
Borden Company on sound and
constructive producer relationships.

Dairy Month Publicity To Build Good Will

Every month is Dairy Month,
but June has been especially desig-
nated as Dairy Month, during
which time the industry is making
a special point to tell the public
the story of milk and some of the
wartime problems in connection
with production and distribution
of milk.

The cover on this month's Re-
view carries a reproduction of a
poster symbolic of the dairy in-
dustry and the job it is doing.
It has been designed, especially,
for use in connection with Dairy
Month publicity.

Dairymen are not asking for bands
or banners. They don't want pa-
rades and probably would be too
busy to take part in a parade were
one scheduled. But, dairymen—
everyone from the man who milks
the cows to the man who hands

the product to the ultimate con-
sumer—wants our general public
to understand some of these vital
problems which are contributing
to the shortage of milk and other
dairy products.

Milk Month publicity is built
around plain statements of fact.
The leaders of the Dairy Month
movement are convinced that the
great majority of the American
public, once they know the facts,
will consider the dairy industry
in its true light and will better
appreciate the handicaps under
which even our present quantities
of milk and milk products are
being produced, processed and de-
livered.

If Dairy Month accomplishes this
better understanding it will have
served a highly useful purpose.

Personal Glimpses

Robert and Richard Mac-
Donald, sons of R. G. MacDonald
of Rising Sun, Md., took top
honors at a 4-H club show at the
Baltimore livestock yards on April
8, with their six cross-bred Hamp-
shire and Poland China hogs.

The 200-year old homestead of
John and Sara Hindman, Colora-
do, Md., was struck by lightning
and burned to the ground on May 21.
Practically all contents of the house
were lost in the fire.

The Oxford Dairy Herd Improve-
ment Association report for March
lists four Inter-State members a-
mong the top six in herd averages for
the month. They are: first, H. S.
Gatchell; second, Howard C. Wol-
laston & Sons; fourth, Lincoln
University Farm, and sixth, E. H.
Bailey & Sons, with an average
production per cow of 42.9, 41.1,
37.3 and 36.3 pounds of butterfat,
respectively. Two other members
also passed the 30-pound mark—
D. L. Gallagher and Dr. Edward
A. Webb.

Leon Reinford, 17, of Rahns,
Pa., lost his life through drowning
on May 19. He and a friend had
gone swimming in the Perkiomen
Creek after completing the day's
work. He is the son of Wm.
Reinford.

Elwood P. M. Romich, P.F.C.,
with the armed forces in Africa, has
been wounded in action, according
to word received by his father,
Irvin Romich of Boyertown.

Death overtook Robert Fenn
Towson of Smithsburg, Md., on
May 23, at the age of 65 years.
Mr. Towson had served frequently
as an Inter-State delegate from
the Washington County Local.

Milk heads the list of farm
products which give the farmer a
cash income.



The Greenlee and
Bridge families are
thoroughly enjoying
this picnic at Gar-
land Lake. Mrs.
Daniel Bridge, East-
on, Md., front cen-
ter, sent in the pic-
ture.

Inter-State Plans Trip for Famed English Farmers

At the invitation of Professor J.
A. Scott Watson, agricultural at-
tache with the British Embassy at
Washington, D. C., Inter-State Milk
Producers' Cooperative has arranged
to show Professor Scott Watson and
four visiting British agriculturists
some high points of Pennsylvania's
agricultural methods. Valuable help
in arranging programs and the
itinerary of this party has been
given by Vice Dean Fred F. Lin-
inger and the extension service of
Pennsylvania State College.

These visitors, Watson Jones,
John W. Cassels, T. R. Ferris
and T. B. Manson, are prominent
farmers and government agricultural
leaders in England and Scotland.
Professor Scott Watson gave the
principal talk at the annual meeting
of Inter-State Milk Producers' de-
legates last November.

The four visiting agriculturists
were invited to this country by
Under Secretary of Agriculture
Paul Appleby, in order that they
may take back to their countrymen
a comprehensive report of methods
and practices followed in American
farming.

The schedule of this party of
English agriculturists is so planned
that they will attend the Thursday
and Friday evening sessions of the
Conference on Wartime Problems of
Agriculture, being held June 17-19
at Pennsylvania State College.
While there, they will be the special
guests of Dr. S. W. Fletcher, dean
of agriculture at that institution.

They are spending June 18 visiting
farms in central Pennsylvania and
on June 19 they will visit several
of the most successful farms in
southeastern Pennsylvania, includ-
ing Chester and York counties.

Their visit to Pennsylvania will be
concluded on Monday, June 21,
with a trip to several Lancaster
county farms, following which they
will entrain for Ithaca, New York,
and a visit to Cornell University.

Philadelphia 8, Pa.

Inter-State has a new post office
address. The new address is 401 N.
Broad Street, Philadelphia 8, Pa.

We might state that something
new has been added, the addition
being the number "8" following
Philadelphia, this number indicating
the branch post office through which
Inter-State gets its mail.

The city has been divided into
48 postal zones and, by including
the zone number as a part of the
address, it is believed that in spite
of hundreds of new employees the
delivery of mail can be speeded and
delays can be avoided with this
system.

Similar zoning plans are effective
in 177 cities of the country.

When you write to Inter-State,
please remember the address is:

401 N. Broad Street,
Philadelphia 8, Pa.

McDowell Succeeds Ford As Inter-State Director

Harris B. McDowell, Jr., of Mid-
dletown, Del., has been elected a
director of Inter-State Milk Pro-
ducers' Cooperative, succeeding J.
Leslie Ford of Bear, Del., who
resigned because he had sold his
dairy herd and is no longer a pro-
ducer of milk. This election took
place at the meeting of the Board of
Directors on May 26.

Mr. McDowell's name was recom-
mended by the delegates of District
9, comprising New Castle county,
Delaware, and the Board of Direc-
tors followed out the recommenda-
tions of the delegates by giving
Mr. McDowell an unanimous ballot.

He has been active in Inter-State
matters for several years and has
been a delegate from his Local on
numerous occasions. He is serving
his second term as a member of the
Delaware State Senate previous to
which he was a member of the
Delaware State Board of Agricul-
ture.

In tendering his resignation to the
Board, Mr. Ford expressed regrets
at the turn of circumstances which

made it advisable for him to dis-
continue the dairy business and
this, in turn, meant that he felt
obliged to resign his directorship.

Mr. Ford has been a member of
the Board of Directors since Sep-
tember, 1940, having been elected to
fill the unexpired term of the late
John D. Reynolds, and was re-
elected by the delegates of his
District in November, 1941.

H. Lester Oyler of Chambers-
burg, Pa., representing District 26,
presented his resignation at the
same meeting of the directors, to
be effective on June 1. Mr. Oyler,
likewise, has disposed of his dairy
herd and is entering other work on
June 1. He stated in his letter of
resignation that because of these
circumstances he felt that the Dis-
trict would be best represented by
one who is an active milk producer.

Mr. Oyler was elected to the
Board of Directors by the delegates
of District 26 last November.

Special Dairy Broadcast KYW, at 2:00 on June 26

A special dairy program will be
broadcast over radio station KYW,
Philadelphia, from 2:00 to 2:15 P.M.
on Saturday, June 26. This is on
the regular period of the Navy
League and will be strictly a non-
commercial broadcast.

The details of the program have
not yet been worked out but plans
call for a concise, easily-understood
discussion of some of today's vital
dairy problems and the efforts that
our dairymen and milk handlers are
making to produce and distribute
this vital wartime food.

Don't forget the date—June 26;
nor the time—2:00 P.M., over
station KYW.

4-H Enrollment Soars

The enrollment in 4-H club work
in New Jersey is 40 percent greater
this year than a year ago, says
Kenneth W. Ingwalson, state 4-H
club leader. Enrollment in 4-H
food production and home economics
projects, as of May 1, was 14,110 in
the state, as compared with 10,125
a year earlier.

More than 5,000 4-H club mem-
bers have their own victory gardens
and another 3,300 are working in
the family victory gardens.

Other popular projects among the
boys include poultry, dairy and
swine, while the girls are concen-
trating on canning and storing
vegetables, clothing projects, meal
planning and related work.

Wendell E. (Jack) Shawn, Jr.,
of Stevensville, Md., was graduated
from the University of Maryland
this spring with an unusually good
scholastic record.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I April & May	Class II April	Class III April	Class I May	Class II May	Class III May
Philadelphia Suburban	1A	*\$3.85	a\$3.148	\$3.155	a\$2.511	\$2.538	
Altoona	9	3.70	3.140	3.110	2.530	2.524	
Huntingdon-Tyrone	10-2	3.45	3.140	3.110	2.530	2.524	
State-Wide	11	3.50	3.140	3.110	2.530	2.524	
Lancaster	14	3.73	3.131	3.128	2.530	2.524	
Reading	15	3.70	3.131	3.128	2.530	2.524	
Chester County	15-2	† 3.35	† 2.40	—	† 1.97	—	

†—Combined with Philadelphia Suburban Area effective April 12, which previously included a Class 1A at \$2.40 per hundred pounds.
 *—Class I price \$3.40, April 1-11.
 a—Class II price \$2.74. Class III price \$2.02, April 1-11.

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

April	I	IA	II	III	* Bonus
Blue Hen Farms	78.1	x	21.9	0	65
Clover Dairy Company	85.61	x	14.39	0	—
Cream Top Dairy	89	0	11	0	—
Eachus Dairy Co.	90.6	0	9.4	0	85
Fraim's Dairy	84.05	x	15.95	0	—
Hoffman's	68	7	25	0	—
Penn Cress Ice Cream	41.6	1.3	57.1	0	—
Williamsburg Dairy	100	0	0	0	—

May	I	IA	II	III	* Bonus
Blue Hen Farms	68.56	x	31.44	x	—
Clover Dairy Co.	85.74	x	14.26	x	—
Delamore Dairy	69.66	x	30.34	x	—
Fraim's Dairy	77.77	x	22.23	x	—
West End Dairy	81.89	x	18.11	x	—

New Jersey (Percentages of Norm)

May	Norm	Cream	"A" Bonus
Castanea Dairy Company "A"	80.5	19.5	80.5
"B"	79.3	20.7	—
Supplee-Wills-Jones	100	Balance	—

* Percentage of production on which "A" producers were paid Grade "A" bonus.

Prices Paid for 4% Milk

April	Location	Area	Price
Bechtel, I. Lloyd	Royersford, Pa.	1, Z 2	\$3.34
Blue Hen Farms	Wilmington, Del.	—	3.59
Clover Dairy Company	Wilmington, Del.	—	3.67
Cream Top Dairy	Lancaster, Pa.	14	3.59
Delamore Dairy	Wilmington, Del.	—	3.70
Eachus Dairy Co.	West Chester, Pa.	1A	3.57
Fraim's Dairy	Wilmington, Del.	—	*3.65
Hershey Creamery Co.	Greencastle, Pa.	11	3.25
Highland Dairy Co.	Coatesville, Pa.	1A	3.60
Hoffmans	Altoona, Pa.	9	3.45
"	Bedford, Pa.	10, Z 2	3.45
"	Huntingdon, Pa.	10, Z 2	3.45
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.374
Supplee-Wills-Jones	Nassau, Del.	—	3.380
West End Dairy	Wilmington, Del.	—	3.71
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

May	Location	Area	Price
Abbotts Dairies	(N. J. Producers)	—	\$3.72
Blue Hen Farms	Wilmington, Del.	—	3.63
Centerville Producers Co-op.	Centerville, Md.	—	3.53
Clover Dairy Company	Wilmington, Del.	—	3.79
Delamore Dairy	Wilmington, Del.	—	3.64
Fraim's Dairy	Wilmington, Del.	—	3.72
New York City Buyers	201-10 mile zone	—	3.24
Supplee-Wills-Jones	Nassau, Del.	—	3.41
Twaddell Bros. Dairy	Wilmington, Del.	—	3.75
West End Dairy	Wilmington, Del.	—	3.76
Western Maryland Dairy	Rising Sun, Md.	—	3.473

*—An additional 1.2¢ per cwt sent with May payment.

Customer: "My goodness, eggs are high."
 Grocer: "Sure, part of the war program."
 Customer: "How?"
 Grocer: "All the hens are making shells."
 Buck: "I hear Robinson is back in the hospital."
 Private: "Yeah; he took a sudden turn for the nurse."
 "Everybody is ignorant, only on different subjects."—Will Rogers.

MILK PRODUCERS REVIEW

Class Prices

Wilmington		
F. o. b. market, cwt. of 4% milk		
	Class I	Class II
April	\$3.80	\$2.863
May	3.93	2.884
June	3.93	—

New Jersey		
F. o. b. market, cwt. of 3.5% milk		
	Class I	Class II
April	*\$3.60	\$2.67
May	* 3.60	2.67
June	* 3.60	2.67

*—These are the minimum permitted Class I prices under the orders of the New Jersey Milk Control Board. A recent order issued by OPA permits a maximum Class I producer price, effective April 12, of \$3.83, an increase of 23 cents.
 The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of *Cream *Dry Skimmilk
 April \$22.9375 11.3125¢
 May 23.1125 11.3125¢
 *—Per 40-quart can of 40 percent cream as used in determining the Philadelphia Class II price.
 °—Per pound of roller process dry skimmilk as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
 Cents Per Pound
 May, 1943—46.75
 (No change during month)
 April, 1943—46.75
 May, 1942—37.81

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average price paid do not include any bonuses or premiums which producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

"Essential Producer" Pins

The American Guernsey Cattle Club has prepared a special award to identify milkers and feeders of Guernsey cattle as essential producers of food for victory. Evidence of the recognition is made through the award of a lapel pin and of a victory certificate.

An announcement from the club states that these certificates and pins will be available at the end of the year for breeders who maintain or increase the dairy production on their farms.



"Say, Mom, I'm worried! If you should happen to go dry that'd leave me in an awful fix!"

Prices 4% Milk, April and May

These are the prices paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during April and May, 1943.

Handler	Plant Location	Location Differential	Apr. Price	May Price
Market Average	f. o. b. Philadelphia	—	\$3.681	\$3.752
Abbotts Dairies	Philadelphia, Pa.	—	\$3.752	\$3.802
"	Coudersport, Pa.	.402	3.320	3.370
"	Curryville, Pa.	.339	3.383	3.433
"	Easton, Md.	.283	3.439	3.489
"	Goshen, Pa.	.241	3.481	3.531
"	Kelton, Pa.	.227	3.495	—
"	Oxford, Pa.	.227	3.495	3.545
"	Port Allegeny, Pa.	.416	3.306	3.356
"	Spring Creek, Pa.	.451	3.271	3.321
Ardmore Home Dairies	Ardmore, Pa.	—	3.883	4.019
Baldwin Dairies	Philadelphia, Pa.	—	3.642	3.773
Bedminster Dairymen's Association	Bedminster, Pa.	.22	3.610	3.701
Bergdoll's, John C., Dairy	Boothwyn, Pa.	.09	3.685	3.719
Booth, Chas. T.	Chester, Pa.	.07	3.755	3.855
Breuninger Dairies	Philadelphia, Pa.	—	3.798	3.897
"	Richlandtown, Pa.	.227	3.541	3.640
Brookmead Guernsey Dairies	Wayne, Pa.	.07	3.848	4.001
Brown's Dairies	Glenside, Pa.	.07	3.814	3.939
Buck's Co. Fm. Dairies	Morrisville, Pa.	.22	3.488	3.685
Buehlers Dairy	Willow Grove, Pa.	.07	3.719	3.881
Clover Crest Dairy Fm.	Newtown, Pa.	.13	3.607	3.702
Cooklyn Milk Co.	Goldsboro, Md.	.262	3.326	3.291
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.844	3.949
Crystle, Wm. H. Dairy	Chester, Pa.	.07	3.776	3.853
Darlington Bros.	Darling, Pa.	.09	3.817	3.877
Deger's Dairy	Mont Clare, Pa.	.13	3.413	3.611
Dietrich's Dairy	Reading, Pa.	.234	—	3.492
Engel Dairy	Philadelphia, Pa.	—	3.840	3.881
Ervin's Dairy	Philadelphia, Pa.	—	3.792	3.945
Farmers Dairy	Wrightstown, N. J.	.22	3.413	—
Frankford Dairies	Philadelphia, Pa.	—	3.854	3.990
Galley Ice Cream Co.	Delta, Pa.	.248	3.368	3.457
Gardenville Dairymen's Association	Gardenville, Pa.	.13	3.614	3.712
Gardenville Fm. Dairies	Hatboro, Pa.	.13	3.470	3.812
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.798	3.907
Gorman Dairies	Newtown Sq., Pa.	.07	3.821	3.983
Greentree Creamery Association	Obelisk, Pa.	.22	3.576	3.711
Gross, Charles, Dairy	Philadelphia, Pa.	—	3.833	3.966
Grubbs Dairies	Media, Pa.	.07	3.804	3.966
Hamilton Dairies	Philadelphia, Pa.	—	3.703	3.687
Hansell, A. R.	Mainland, Pa.	.11	3.613	3.710
"	Philadelphia, Pa.	—	3.675	3.768
Harbisons' Dairies	Brandtsville, Pa.	.276	3.369	3.462
"	Byers, Pa.	.22	3.425	3.518
"	Carlisle, Pa.	.276	3.369	3.462
"	Hurlock, Md.	.283	3.362	3.455
"	Massey, Md.	.241	3.404	3.497
"	Millville, Pa.	.332	3.313	3.406
"	Sudlersville, Md.	.248	3.397	3.490
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.625	3.740
"	Boiling Springs, Pa.	.276	3.319	3.434
Hill Crest Farms	Eddington, Pa.	.09	3.398	3.654
Holiday Dairy	Norristown, Pa.	.09	3.668	3.776
Homestead Grnsy Farm	Chester Heights, Pa.	.11	3.636	3.752
Hutt's Dairies	Philadelphia, Pa.	—	3.661	3.785
Individual Dairies	Philadelphia, Pa.	—	3.780	3.813
Ivy Crest Grnsy Dairies	Hatboro, Pa.	.09	3.762	3.919
Jersey Queen Dairy	Philadelphia, Pa.	—	3.836	3.726
Johnson, J. Ward, Dairy	Woodlyn, Pa.	.07	3.731	3.814
Lehigh Valley Farmers	Allentown, Pa.	.234	3.720	3.762
Marmar, John	Bryn Mawr, Pa.	—	3.808	3.872
Marshall T. Forest	Linwood, Pa.	.09	3.761	3.759
Martin Century Farms	Lansdale, Pa.	.11	3.589	3.757
Meyer Dairies	Ambler, Pa.	.09	3.589	3.757
Miller-Flounders Dairy	Chester, Pa.	.07	3.812	3.880
Missimer-Wood-Nar-cissa Dairies	Philadelphia, Pa.	—	3.872	4.045
Montg-Berk Dairy Co.	Boyetown, Pa.	.227	3.413	3.485
Nelson Dairies	Norristown, Pa.	.09	3.521	3.761
Oakes Dairy Farm	Chadds Ford, Pa.	.11	3.778	3.909
Oakland Dairies	Fairview Village, Pa.	.11	\$3.378	\$3.561
Pennbrook Milk Co.	Philadelphia, Pa.	—	3.792	3.786
Penn-Reed Milk Co.	Belleville, Pa.	.318	3.266	3.142
Pinkerton, S. D.	Media, Pa.	.07	3.860	3.951
Quaker-Maid Dairy Products	Philadelphia, Pa.	—	3.691	3.740
Quinn's Dairies	Philadelphia, Pa.	—	3.870	3.889
Richards, F. H.	Philadelphia, Pa.	—	3.775	3.837
Rosenberger's Dairies	Hatfield, Pa.	.13	3.092	3.502
Schillinger's Dairies	Philadelphia, Pa.	—	3.792	3.990
Scott-Powell Dairies	Philadelphia, Pa.	—	3.687	3.704
"	Ardmore, Pa.	—	3.687	3.704
"	Clayton, Del.	.241	3.416	3.433
"	Fairdale, Pa.	.318	3.339	3.355
"	New Holland, Pa.	.234	3.423	3.440
"	Pottstown, Pa.	.22	3.437	3.454
"	Snow Hill, Md.	.304	3.353	3.370
Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.311	3.351
"	Center Port, Pa.	.248	3.063	3.103
Suburban Dairies	Manoa, Pa.	.22	3.883	4.063
Sunny Slope Dairy	Spring City, Pa.	.22	3.407	3.660
Supplee-Wills-Jones	Philadelphia, Pa.	—	3.677	3.711
"	Bedford, Pa.	.332	3.315	3.349
"	Chambersburg, Pa.	.297	3.350	3.384
"	Hagerstown, Md.	.304	3.343	3.377
"	Harrington, Del.	.262	3.385	3.419
"	Huntingdon, Pa.	.332	3.315	3.349
"	Leaman Place, Pa.	.234	3.413	3.447
"	Lewistown, Pa.	.311	3.336	3.370
"	Mercersburg, Pa.	.311	3.336	3.370
"	Mt. Pleasant, Del.	.227	3.420	3.454
"	Princess Anne, Md.	.297	3.350	3.384
"	Townsend, Del.	.234	3.413	3.377
"	Worton, Md.	.255	3.392	3.426
Sylvan Seal Milk, Inc.	Philadelphia, Pa.	—	3.680	3.706
Syphers Dairies	Philadelphia, Pa.	—	3.730	3.795
Taylor's Dairy	Jenkintown, Pa.	—	3.713	3.716
Turner & Wescott	Glenroy, Pa.	.234	3.376	3.397
Victor Dairies	Philadelphia, Pa.	—	3.539	3.605
Walnut Bank Farms	Quakertown, Pa.	.227	3.709	3.841
Warners Dairy	Berwyn, Pa.	.09	3.589	3.740
Wawa Dairy Farms	Wawa, Pa.	.09	3.545	3.678
Willow Ridge Farm	Hatboro, Pa.	.09	3.562	3.767
Wilmer Dairies	Conshohocken, Pa.	.07	3.551	3.698
Wissahickon Dairy	Philadelphia, Pa.	—	3.850	3.891
Witchwood Dairy	Spring House, Pa.	.11	3.741	3.842

MARKET SUMMARY

	MAY, '42	APRIL, '43	MAY, '43
Class I, price, 4% milk	\$3.580	*\$3.920	\$4.050
Class II price, 4% milk	2.210	2.983	3.004
Weighted Average Price	3.181	3.681	3.752
Class I, pounds	63,277,094	66,417,706	69,749,614
Class II pounds	28,356,687	15,279,439	23,731,569
Total pounds	91,642,781	81,697,145	93,481,183
Class I, percent	69.05	81.30	74.61
Class II, percent	30.95	18.70	25.39
Average butterfat test, %	3.89508	3.90330	3.86102
Number of producers	9,212	9,571	9,689
Value, 4% basis, f.o.b. Philadelphia	\$2,915,266.77	\$3,007,194.59	\$3,507,135.95

*—A blend of \$3.70, April 1-11 and \$4.05, April 12-30.

Milk Hauling Economies Requested by ODT

Definite action is being taken by the Office of Defense Transportation (ODT) to reduce, wherever possible, the gross mileage involved in the hauling of milk from farm to market. State committees have been established to accomplish this reduction.

The committee in Pennsylvania, known as the Pennsylvania State Dairy Industry Transportation Coordinating Committee, met at Harrisburg on May 24 at the request of ODT and is represented by producers, milk dealers and milk haulers. The committee selected John M. McKee, chairman of the Pennsylvania Milk Control Commission, as its chairman, and Chas. E. Cowan, manager of the Lancaster Inter-State Milk Market Committee, was selected as secretary.

This committee divided the State into seven major milk transportation areas: Erie, Pittsburgh, Altoona, Harrisburg, Philadelphia, Allentown and Scranton. Each of these areas has or will have its own area committee and central office and, in turn, will be further subdivided into county or market groups. The jurisdiction covering any particular lot of milk will be determined, in general, by the market in which it is sold.

The Delaware committee includes among its membership Floyd R. Ealy, manager of the Wilmington Inter-State Milk Market Committee; Wilbur H. Jump and Harris B. McDowell, Jr., Inter-State directors; and O. H. Hoffman, Jr., general manager of Inter-State. Wm. Lauderdale, chairman of the Trenton Inter-State Milk Market Committee, is a member of the New Jersey ODT committee on milk hauling.

In developing mileage reduction programs, ODT is reported as following, to a great extent, the findings obtained in the surveys made last summer, most of which were started through the work of a special Inter-State committee. These surveys were conducted by the agricultural economics departments of the agricultural colleges in the respective states.

The objective is to reduce as much as practicable the mileage covered by milk hauling trucks. This, it is stated, is necessary in order to reduce gasoline consumption and to conserve tires, trucks and truck repair parts. Attention is called to the fact that the available supply of trucks for civilian use is critically

low and it is necessary, in order to keep our national economy moving as nearly normal as possible, that no truck mileage be wasted.

It is too early at this time to give any specific recommendations that may be worked out by these committees. Inter-State directors and fieldmen will be kept informed of any developments affecting their respective areas and whenever possible will participate in the development of local programs.

● Weigh The Cows, Too

The observation has been made by John A. Conover, extension dairyman in Maryland, that there has been a scarcity of not only high protein feeds but of other dairy feeds the past year. This statement is based upon the fact that many cows were turned on pasture in a thin condition and this was taken as evidence that there was not enough hay, silage and farm-grown grain, such as corn and barley, to tide the cows over winter and through the late spring before pastures were ready.

Mr. Conover adds that "when a cow loses weight it is a sign that she is not getting the proper amount of feed." He thinks that dairymen will find it profitable to weigh the cows once a month as well as to weigh the milk.

Due to the illness of Frederick Shangle, manager of the Trenton Inter-State Milk Market Committee, we have no report from him covering activities in the Trenton market. A report on the State hearing on milk prices is given on page 10.

Liza: "The nerve of dat lady, offerin' me \$8 a week to do her wash."

Sambo: "What does she think yo' all is, a college graduate?"

Feed Price Summary for May, 1943

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	May 1943 (\$ per T.)	April 1943 (\$ per T.)	May 1942 (\$ per T.)	% Change May, 1943 compared with April, 1943	May, 1942 (\$ per T.)
Wheat Bran.....	50.72	50.68	48.91	+ .08	+ 3.70
Cottonseed Meal 41%.....	46.13	44.63	37.01	+ 3.36	+ 24.64
Gluten Feed 23%.....	49.18	49.50	41.42	- .65	+ 18.73
Linseed Meal 34%.....	52.52	52.21	44.32	+ .59	+ 18.50
Corn Meal.....	52.25	51.12	43.84	+ 2.21	+ 19.18
Mixed Dairy Ration 16%.....	56.83	56.67	48.16	+ .28	+ 18.00
" " 24%.....	60.00	60.00	52.30	0	+ 14.72
" " 32%.....	48.08	47.50	36.91	+ 1.22	+ 30.26
Brewer's Grains.....					

Something Queer Here

(Guest editorial from Modern Dairyman)

The strong support given oleomargarine by various government agencies, from McNutt to the Department of Commerce, and now recently by the New York Academy of Medicine, is all based on the claim that oleo is just as good as butter. But when dairy representatives mildly suggest that maybe Russia could get along with less of our butter and more of the oleo, thus preserving a little more of the dairy farmer's home market, he is slapped down hard.

The Russians, government spokesmen declare indignantly, have found that butter has more "staying qualities" and is wanted especially for wounded Russian soldiers in hospitals.

So there you are. One government agency exports butter because it is convinced of its superiority over oleo. Other government agencies, as far as they dare, try to convince our people that oleo is just as good as butter. Something queer here.

● Meeting Calendar

June 29—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
July 8—Wilmington Inter-State Milk Market Committee—Newark, Del.
July 13—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
July 20—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

Modern dehydration can reduce 80 pounds of peas to 15 pounds in less than ten hours.

Sales of oleomargarine are reported as slow in spite of a point value of five per pound as compared with eight points for butter. During late May and early June some retailers reduced the price from \$.25 to \$.12 per pound and required no ration points, in order to prevent spoilage of the oleomargarine, according to the June 5 issue of the Weekly Dairy Markets Review of the USDA.

ODDS and ENDS

Dairy Council Activities—Past, Present, Future



"Until further notice"

Zoo Cows 1-A

JUST to prove that anything or anybody can be draft material these days, the war took its latest toll from the ranks of the animal kingdom this month.

Lassie, Molly, Pet, and Dolly—four faithful farm delegates, who have been residing at the Philadelphia Zoological Gardens for some years past, just received their final notice to vacate the premises.

The Dairy Council began this project seven years ago, at the request of the Zoo officials, and during the intervening years, literally millions of people have filed through this modern barn to see (many of them for the first time) an honest-to-goodness cow.

The herd, all four of them, has been dispersed for the duration. This step was taken very reluctantly by all concerned but, due to labor difficulties, it has become impossible to care properly for them.

The council has already been requested to resume this exhibit at the close of the emergency.

School teachers, especially, considered this a highly worthwhile contribution, and resumption of Dairy Barn operation will be one of the first steps taken when things return to normal.

We Made the Calls

THERE is an old adage among sales managers which we think is a pretty good one: "Ya' gotta make calls if ya' wanta' get results!"

It doesn't seem to matter whether you're selling tractors or patent medicines or life insurance or health, only so many people will react to the

sales psychology of the moment.

The Dairy Council has ideas to sell. We don't pretend to believe that every child who sees a puppet show or takes part in a play, dashes home afterward and crams himself with milk.

But we do contend that if we tell our story often enough and attractively enough, to enough children, a certain percentage of increase in sales is just unavoidable.

Just out of curiosity we started going through the files to see what kind of coverage we have attained during the last few years. With the help of a very accurate adding machine we produced some rather satisfying figures.

In the past six years, the staff of the Dairy Council has personally contacted, with puppet shows, health plays, and projects, two million, ninety-one thousand, five hundred and five (2,091,505) school children in the city of Philadelphia alone.

In other words since 1937 we have reached a total number of school children equal to the entire population of the City.

We made the calls—

—Milk consumption figures would indicate that we are getting results.

Putting Gardens Into Jars

MANY people who never knew before what a growing vegetable looks like, have undergone their first lesson in solving next winter's food problem. Mr. and Mrs. American citizen have gone in for farming with varying degrees of enthusiasm.

They are learning first hand, some of the problems involved in produc-

ing a crop, no matter how large or how small, finding out what cut-worms and bugs and droughts can do to the results of many hours of toil and worry.

Acres and acres of suburban lawn and field, city yards, and public parks have been transformed into victory gardens.

In conjunction with this victory garden program the Dairy Council auditorium was invaded last week by a group of conscientious housewives eager to learn the next important step in food conservation—preserving the vegetables that they grow.

The canning demonstrations were conducted by Miss Tarrant of Pennsylvania State College in conjunction with the Philadelphia County Extension Service and the Pennsylvania Horticultural Society.

Miss Tarrant presented an outstanding program, showing sensible and practical answers to the problems of successfully preserving fruits and vegetables for winter use.

Arrangements for these programs were made by Miss Lila Lee Riddell of the Extension Service. The Dairy Council participated only to the point of providing facilities and space for these meetings and is glad to assist in such a worthwhile cause.

Additional meetings of a similar nature are planned later in the month.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during May, 1943.

Farm Calls.....	1361
Non-Farm Calls.....	242
Butterfat Tests.....	4602
Plants Investigated.....	62
Herd Samples Tested.....	268
Brom Thymol Tests.....	817
Miscroscopic Tests.....	377
Membership Solicitations.....	585
New Members Signed.....	152
Local Meetings.....	2
Attendance.....	271
District Meetings.....	1
Attendance.....	11
Committee Meetings.....	4
Attendance.....	33
Other Meetings.....	8
Attendance.....	487

One wit suggests this wedding vow — "With all my tires I thee endow!"

Price Increase Set Aside at Dealers' Request, Jersey Price Hearing Follows

MILK prices to producers in New Jersey are in a confused situation, with OPA declining to raise the retail price level or to recommend a subsidy whereby a part of the consumers' milk bill will be paid from public funds as in Philadelphia, Wilmington, Baltimore and Washington.

OPA did, however, raise the ceiling on producer prices by 23 cents per hundredweight, from \$3.60 to \$3.83 for 3.5% milk, with such increases permissible as of April 12. When Director of Milk Control Arthur F. Foran attempted to raise the minimum permitted price by a like amount, to be effective June 1, the increase was protested by dealers on the grounds that too long a time had elapsed between the holding of the hearing and the issuance of the order. (The discarded order was scheduled to become effective 5 months and 3 days after the hearing—December 28, 1942. The dealers continued to operate, however, under an order based upon evidence taken at a hearing held 18 months and 5 days earlier—November 26, 1941.) When the dealers' attorneys refused to withdraw their objection, Director Foran announced that the order would not go into effect but another hearing would be held on June 2.

The present Class I price became effective on February 5, 1942, and is based upon evidence presented at a hearing held on November 26, 1941, since which date this country has become involved in the war which has compelled changes in practically every economic facet.

Production Handicapped

In its testimony at this hearing, Inter-State told the Director of Milk Control that the farm labor situation has grown steadily worse, feed costs have continued to rise, production has decreased and fluid milk consumption has increased. These developments have been almost continuous since the November, 1941, hearing and have been accentuated following the hearing last December.

The relation of supply of farm labor to demand has shown little change from October to April, but wage rates have increased by 12 to 14 percent in that period. This six-month increase was more than the increase for the full preceding year.

Prices of most feeds, also, showed sharp increases over last Fall's prices and over the price levels that prevailed in the Fall of 1941, on which basis present prices were established.

These prices had increased from 10 to 21 percent between November, 1942, and April, 1943, and were from 18 to 31 percent higher than in November, 1941, cottonseed meal (now almost unobtainable) being an exception.

Costs Going Up

This situation was summarized in Inter-State's brief, as follows: "It is well to compare the cost situation as of April, 1943, not only with last October and November, 1941, which was used in the issuance of an order effective February 5, 1942, fixing the present Class I price of \$3.60 per hundredweight. The data which we have presented show that from October, 1941, to April, 1943, farm wages in New Jersey increased 35 to 40 percent, and most feeds increased 20 to 35 percent in the period November, 1941, to April, 1943."

It was brought out also that production in New Jersey is declining steadily, with decreases of 5.5 to 6.5 percent each month since December, as compared with the corresponding month of the year previous. With the feed and labor situation critical it is expected that production will continue its decline.

Contrasted with the production trend, however, fluid milk consumption is definitely higher in New Jersey, having been 8.1 percent higher in January than a year earlier and 12 percent higher in February. Compared with 1941, February milk consumption was 20 percent higher and it is 22 percent over the 5-year (1938-42) February average.

Wages Buy More Milk

Additional evidence presented in this brief showed the consumer buying power in terms of wages and milk. It was pointed out that in 1929 an industrial worker could have bought 202.1 quarts of milk with his week's wages and in 1942 he could have bought 221.7, an increase of about 20 percent. In February, 1943, his week's wages would have bought 253.5 quarts, an increase of 51 quarts or 24.4 percent over 1929. These calculations were made on the basis of industrial wages paid in the New York area and fluid milk prices which prevailed in northern New Jersey markets.

As for the Class II price, Inter-

State pointed out that this price is now less than the market situation justifies and that since last October it has been substantially less than the price of Class II milk in the Philadelphia market, while normal relationships indicate a need for a slightly higher price in New Jersey.

In concluding its testimony, Inter-State brought out the following important facts:

Ask Quick Action

"1. The facts set forth in this brief show conclusively that the costs of milk production have increased materially since last December.

"2. The data submitted in our brief on December 28th showed that there was a need for at least a 46-cent per hundredweight, a cent a quart, increase in the Class I price paid producers in New Jersey at that time.

"3. We urge, therefore, that immediate action be taken to obtain the 23-cent increase permitted under Amendment G-7 to Maximum Price



Regulation No. 329, of the Office of Price Administration.

"4. On the basis, however, of facts set forth in our brief of December 28th and in this brief, we insist that a price increase greater than that permitted by Amendment G-7 to Maximum Price Regulation No. 329 is needed at this time.

"5. If Class II is continued, we ask that price be adjusted upward so that the traditional relationship of that price with the Philadelphia price be restored.

"6. The 23-cent increase thus made possible should be regarded as a badly needed portion of the total price increase which is due to milk producers in New Jersey."

Secondary Markets Heard

The bulk of Inter-State's testimony was given by F. P. Willits, Jr., assistant manager. In addition, Floyd R. Ealy, manager of the South Jersey Inter-State Milk Mar-

(Please turn to page 15)

Buy Post-War Equipment With Bonds Bought Now

WAR savings bonds are good investments. Not only is this money needed right now—today—to carry on this war for freedom, but it is good business for all of us to buy all the bonds we can.

Every possible productive effort that can be diverted to the production of goods for the carrying out of the war has been turned in that direction. This means that there are not enough civilian goods being made today to use up all the income of our people, even with the war-time tax burden. By investing in war bonds this extra money will be available for getting needed goods after the war is over, when our productive effort will be redirected into channels destined for peacetime living.

This is just as true of the farmer as of anyone else. The farmer is compelled by present circumstances to patch up old machinery; to make temporary repairs on his buildings, to improvise this way and that way so as to make what equipment he has last through the war. But, when the war is over, he will want to replace his practically worn out stuff with new, and by new we mean modern as well as fresh from the factory. The money put aside in war bonds today will be available for that purpose when the time comes.

This is exactly what is being recommended to business generally, that is, set aside money now for getting back on a peacetime production basis when the war is over.

Investigations have revealed that some rural people are not aware of the different types of bonds that are available nor where they can be bought. Practically all banks are selling the various types of war bonds. The more popular series are also available at all first, second, and third and at some fourth-class post offices. They can be bought from any Federal Reserve Bank, including the one in Philadelphia, or direct from the Treasury Department at Washington, by sending a check for the proper amount.

The "E" series bond is generally recommended for farmers. This bond is available in price denominations costing \$18.75, \$37.50, \$75.00, \$375.00 and \$750.00. If held until maturity, the bonds will be worth \$25.00, \$50.00, \$100.00, \$500.00 or \$1000.00, respectively. This is at the rate of about 2.9 percent interest.

These bonds are registered and can not be sold on the open market, hence, will not be subject to dis-

count. If redeemed through the government any time after sixty days from the date of purchase they will bring the full purchase price plus, after one year, specified amounts of accrued interest.

Recommendations are frequently made that debts should be reduced as much as possible and any additional available money be placed

in bonds. Each person must decide for himself how he will use available money for those two purposes, but it is well to keep in mind that when money may be needed at the end of the war the mortgage holder may not consent to increase the amount of the mortgage even though payments may have been made ahead of schedule. The farmer who puts part of his money into bonds and applies part of it to the reduction of the mortgage, may find himself in a better position to obtain ready money when equipment and supplies are available to him.



Stone arch bridge near Washington's Crossing, Pa. The picture sent by Horace T. Smith, New Hope, Pa.

Good Hay Pays at Milk Pail

THE haying season will be well along when this issue of the Review reaches Inter-State members. Even so, it seems in order to emphasize a few high points in connection with the making of hay and the place of good hay in the dairy ration.

It is pointed out by J. B. R. Dickey, extension agronomist at Pennsylvania State College, that, whether a farmer sells his hay in the bale on the open market or through his cows and other livestock, he will get a better price for good hay than he will for poor hay. That means that the livestock will make better gains, or produce more milk, on each ton of good hay than they would on the same weight of poor hay.

He points out, further, that good hay means less need for concentrates and especially the high priced and scarce protein-rich feeds. The good hay also costs less on the basis of labor and other expenses per unit of feeding value.

H. R. Cox, extension agronomist of Rutgers University, calls attention to research work in Missouri, which shows that early cut timothy produced 135 pounds of protein per acre, while, if the timothy was not cut until the seed was in the dough stage it contained only 92 pounds of protein per acre.

It was also found that alfalfa and clovers both are richer in protein when cut early.

The early cut hay has other values, among them being greater palatability, with a larger proportion of leaf and less of stem, as compared with late cut hay.

Mr. Cox recommends, for best results, that timothy be cut after heading but before blooming; red and alsike clover at one-half to three-quarters full bloom; alfalfa, first cutting, at one-quarter bloom and the last cutting in South Jersey not later than September 15.

Professor Dickey emphasizes proper curing as a second important point in hay making. It should not be allowed to lie in the swath more than a few hours or the leaves will shatter off and be lost. If raked into loose windrows the air will pass through it and dry the stems without over-drying the leaves. In good drying weather, hay handled in this manner, when cut one morning, is frequently dry enough to store by the end of the second day.

The kind of spring weather which interferes with plowing and corn planting also, usually, means a big hay crop. This makes possible the use of grass and clover crops for silage to replace part of the corn, or for supplementary summer feeding.

(Please turn to page 15)

Milk Rationing Expected, Only Way Out of Present Confusion

PREDICTIONS are being freely made that fluid milk will be rationed within a few months. This move, it appears, will be necessary in order to make the limited supplies of milk stretch over the greatly expanded needs of the nation and for lend-lease.

Total production in 1942 was approximately 122 billion pounds. The maximum estimate for 1943 now stands at 120.8 billion pounds, while the estimated 1943 needs for the country and lend-lease would require a production of 143.4 billion pounds. This would leave the nation 22.6 billion pounds short of the amount needed to fill all requirements.

Butter and cheese are being rationed. The government is buying immense quantities of both these products for the armed forces and lend-lease. Milk powder and evaporated milk are also being bought in great quantities. The manufacture of ice cream has been sharply curtailed.

Demand Sharply Higher

But, while this is going on, the civilian consumer demand for fluid milk and cream is growing steadily, is as much as 10 to 20 percent above a year ago in many markets. Up to the present, fluid milk has been getting first chance at available milk supplies.

With production decreasing and this fluid demand continuing to grow, only two choices are left—ration fluid milk and cream or see a further sharp decrease in the amount left available for the manufacture of butter, cheese and other dairy products.

Had high officials in this country recognized and given the attention to our food problem in a manner comparable with the attention given our military problem early in this armed conflict, much of the confusion surrounding our present food situation would not have developed. The present trend of developments was foreseen by dairy leaders more than two years ago and was called to the attention of Federal officials at that time.

Warnings Unheeded

Our domestic demand has increased tremendously, while our commitments under lend-lease have added further to the demand for food products, with dairy products generally heading the list. It is doubtful whether even a full recognition of these facts, with the adop-

tion of appropriate governmental policies when these conditions were first foreseen, could have brought forth enough milk to supply all our current needs. We do know, however, that a vigorous and forthright food policy would have cushioned the shock of the shortages now being experienced by both farmers and consumers.

There is the problem, of course, as to what constitutes a fair and equitable program for rationing milk. Some families use approximately a quart per day per person; others will average less than one-half pint per person. The rates of consumption vary sharply in different parts of the country. What will be more than enough for one family will be a hardship for another.

Careful Handling Needed

It may be, too, that milk rationing will have a slightly adverse effect upon fluid (Class 1) milk consumption, which in turn may depress prices received by producers in areas supplying metropolitan markets. That will depend to a great extent upon how bravely the rationing officials will face the facts.

The whole dairy picture—pricing, labor, equipment, and rationing if it must come—must henceforth be handled realistically so that milk producers will find it worth their while to concentrate on milk production and will stop their trend to other less essential farm enterprises or, even worse from the standpoint of our nation's food needs, to work in shipyards or powder plants.

Driving Examiner: "What would you do if the car brakes suddenly failed to work?"

Pupil: "Hit something cheap."



Clifford F. Mitchell's farm work will not stop completely regardless of the gas shortage. These 2 faithful horses can do a lot of plowing, cultivating and harvesting on his Duncansville, Pa., farm.

Do They Balance?

The question "Do They Balance?" is asked in New Jersey Cow Testing Studies. It refers, especially, to (1) the available supply of feed which a farmer has or feels that he will be able to get and (2) the needs of the livestock he plans to feed during the next feeding season.

We consider it good business to determine how much feed is available and, if it is not enough to supply the farm's livestock, it is time either to dispose of some of the livestock or to get more feed if available.

Not only is the amount of feed important but also the kinds of feed. Now, as never before, balanced rations are important. No farmer has the time to waste through inefficient feeding. Over-feeding is a waste of feed, as well as of labor. Under-feeding is a waste of feed, of livestock and of labor.

Members of dairy herd improvement associations have fairly accurate figures on which they can determine the needs of their dairy herds but a little use of pencil and paper will help anyone determine exactly what his feed situation is for the next year. This might have to be revised from time to time during the growing season.

We've Got To Show Our Mettle

We've got to show our mettle,
If we want to down the Axis;
We've got to give our tin and brass,
As well as paying taxes!

Our pots and pans make guns and tanks;
Old skates and street car rails,
Basins, bed springs also help,
And bumpers, junk and nails;
Skid chains, bath tubs, kitchen sinks,
Kettles, tools and bells—
These and all your other scrap
Make bullets, bombs and shells!

Yes, we've got to show our mettle,
So make sure your scrap is sped out;
If you haven't turned your salvage in,
BROTHER, GET THAT LEAD OUT!

From "It Could Be Verse",
by Falstaff Openshaw.

If the removal of one's appendix is called an appendectomy, and the removal of tonsils is called a tonsillectomy—what would you call the removal of a growth from the head?

*See last line, this column.

Cursing and yelling on a London street was Clancy holding a door-knob in his fist. "Them damn Nazis will pay for this—blowin' a saloon right out of me hand!"

Everybody is able to give pleasure in some way. One person may do it by coming into a room, another by going out!

*We'd call it a hair-cut!

Consumer Butter Subsidy Causes Shortages

The efforts to reduce the price of butter have already had many unexpected and unforeseen developments. One of the earliest of these happenings was a reduction in the price many farmers received for butterfat in many sections. These reductions ranged from two to seven cents per pound and were a direct result of creamery operators protecting themselves in advance against any loss on inventories if and when the threatened roll-back became effective.

During early days of June many consumers found it impossible to buy butter at their retail stores. This happened when butter production is at its very highest peak of the whole year.

The cause of these shortages in retail channels was also directly traceable to the efforts of the trade to protect itself from losses on inventories. Knowing that the price of butter was to be reduced, various distributive agencies kept their inventories as low as possible in order to be sure that they would have no butter on hand bought at higher prices when the price drop would strike.

The effect of the subsidy is likely to be far-reaching in many quarters, with the government buying up all the butter offered by the trade during the three or four weeks of uncertainty preceding the final effective date of the roll-back on June 10. This, it is feared, will leave the amount of butter in consumer channels at a dangerously low figure and is likely to mean a severe shortage of butter during the forthcoming year.

John Brandt, president of Land O' Lakes Creameries, describes this situation as follows: "This will result in a shortage far greater than any experienced anywhere before rationing was instituted. It will mean that ration coupons will be useless for the purchase of butter until such time as inventories are replaced."

In commenting further upon this roll-back and the roll-back being planned on meat prices, he states that this would amount to approximately \$6.13 per capita per year. The savings to the individual person would amount, on that basis, to about six-tenths of one percent of their average annual income. The subsidy will cost taxpayers at least \$622,000,000 per year.

Candidate: "How did you like my speech on the agricultural problem?"

Farmer: "Twarn't bad; but a good day's rain would do a heap more good."

NEWS OF IMPORTANCE TO DAIRYMEN

About Gulf Livestock Spray

GULF LIVESTOCK SPRAY will again be available this year to help combat the fly invasion.

The formula, due to wartime necessity, has been changed. Pyrethrum, the insect-killing and repelling ingredient formerly used in Gulf Livestock Spray, is being used so extensively throughout the world by our Armed Forces that insufficient quantities remain available for all the pressing agricultural needs.

But you still can depend on Gulf Livestock Spray. It contains the best ingredients now obtainable, and it continues to be a very effective killer-type spray. It also repels stable flies, horn flies, sand flies, buffalo gnats, and mosquitoes as effectively as the Gulf Livestock Spray of old.

In recommending Gulf Livestock Spray to you, we do so with only one reservation: it is not quite so free of odor and taste as our former product and reasonable care should be used when spraying it at milking time. Otherwise you will find our wartime Gulf Livestock Spray as completely satisfactory as the Gulf Livestock Spray you have used in the past. Furthermore it is still sold on the basis of SATISFACTION GUARANTEED OR YOUR MONEY BACK.

As you read this, initial shipments of the new Gulf Livestock Spray are on the way to your dealer, and additional quantities will be shipped to him throughout the fly season. If your dealer does not have any Gulf Livestock Spray on hand just now, leave your order with him for early handling.

NO INCREASE IN PRICES

1-Gal. Containers . . . \$1.19
2-Gallon Cans* . . . \$1.93
5-Gal. Usable Pails* . . \$4.75

*While Stocks of these sized containers remain available.



GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf Stations

★ We can't win a war on Credit—buy War Bonds and buy more bonds ★

Food production is the first job of American farmers. Fulfilling this assignment may mean sacrifices, but they will be very small as compared with those made by the boys who are not coming back. Food will help win the war.

Gov't Purchases Cut Supplies

THE peak of milk production in the Philadelphia area probably was reached around the end of May. Production per day per dairy reached the highest level on record during the week ending May 29. The daily average of approximately 5000 herds covered by the report of

USDA Philadelphia Market News Office was 349.75 pounds during that week, which was 6.65 pounds above the average delivery during the corresponding week last year. This was the first time daily production per dairy has exceeded the corresponding week a year earlier since the week ending November 21, 1942. Last year the amount of increase from May 2 to May 30 was 17 pounds. This year the increase from May 1 to May 29 was 36 pounds. Milk production in the New York milk shed was reported by the same source to be definitely above last year. Milk plants and manufacturing plants in that area were reported to be running at full capacity and certain plants in the Philadelphia production area reached all-time records for receipts of milk in any one day. The very rapid rise in production during May, however, is considered a good indication that a rapid decline may be expected.

An increase in fluid milk sales in the past few days, combined with a decline in production, has given a preview of the extreme shortage which is to be expected next Fall in the Philadelphia area. There are, of course, many unpredictable factors, such as the availability of feeds, which may be seriously affected by the late season. But the suddenness with which the over-supply, caused by the rapid increase in production during May, shifted to a near-shortage during the second week in June is an indication that an extreme stringency will be encountered.

The rationing of evaporated milk, according to Government announcement, is intended to encourage the use of fluid milk, where available, in the place of the evaporated product, and indications are that it has had that effect in this area.

The growth of military and lend-lease requirements, along with obstacles to greater milk production, are forcing a drastic cut in the per capita supply of milk and dairy products for civilian consumption. According to "The National Food Situation" published by the USDA, this year's per capita supply, on a milk equivalent basis, will be about 770 pounds, whereas the 1935-1939 average consumption was 806 pounds, and the consumption in the record year, 1942, was 854 pounds per capita. This means nearly a 10 percent reduction as compared with last year. As production of milk is normally somewhat heavier during the first

half of the calendar year than during the last half, the effects of this reduction of supply in relation to demand will be much more noticeable from this time on through the end of the year.

Creamery butter production, reported by the USDA, was affected by the heavy milk flow. Production for the week ending May 27 increased 9 percent compared with the preceding week. But national production was 3 percent under the corresponding week last year. It is interesting to note, however, that creamery butter production in the Southern states showed a marked increase over last year. In the South Central States it was up 5 percent and in the South Atlantic area it was up 19 percent. During the week ending June 3, national production was at the same level as during the corresponding week last year, with the South Central and South Atlantic States showing 12 percent and 16 percent gains, respectively. The total production of creamery butter during the first four months of 1943 is estimated by the Bureau of Agricultural Economics at 535 million pounds; a 2 percent increase over the corresponding period of 1942.

The butter storage situation, however, is not nearly as hopeful as might be indicated by production. The Dairy Record has made some interesting comparisons between butter holdings this year and last. On May 1, storage holdings totalled 29 million pounds compared with 37 million pounds last year. This represented an increase of nearly 13 million pounds during April this year. But of these 29 million pounds, 17 million are held by DPMA and FSCC for government purposes. Only 12 million pounds may be regarded as a commercial reserve, compared with a commercial reserve last year of nearly 28 million pounds. Butter supplies for civilian use in Philadelphia were reported to be short of demand during the first week in June. Butter purchases by DPMA reached a rate of 10 million pounds each week during May.

Butter price quotations were affected by the "roll-back" and subsidy on butter. The New York wholesale price of 92 score (U.S. Grade A) butter dropped from 46.75 cents to 41.75 cents on June 4. The "roll-back" of retail prices of butter amounting to 5 to 6 cents per pound became effective June 10. Creameries will be paid a Government subsidy in order to continue to pay going prices to farmers.

Class I milk price changes in May are reported as follows: Charleston, W. Va., from \$3.38 to \$3.45, retroactive to March 1; Hartford, Conn., from \$3.93 to \$4.05; Richmond, Va., from \$4.13 to \$4.25; Sioux City, Iowa, from \$2.90 to \$3.05.

Retail prices of milk have made very little change recently. There was a one-cent increase on the street in Richmond, Va., and the retail price on routes in Washington, D. C., became generally 15 cents, rather than 14 to 15 cents. There were a few reductions, mainly on milk at stores. Due to every-other-day-delivery, retail prices in New York were reduced one-half cent effective June 7.

Cream prices in the Philadelphia market moved upward during May with a consequent rise in the Philadelphia Class II price. During the week ending June 5, cream approved for Pennsylvania, Newark and Lower Merion Township, was quoted at \$23.75 to \$24.50 per can. Cream approved for Pennsylvania only, which for sometime was priced higher than that having all approvals, has resumed a more normal relationship, with most recent quotations from \$22.50 to \$23.50 per can.

Production of evaporated milk thus far in 1943 has been disappointing. Its importance as a war-time food and an impending shortage brought about rationing, effective June 2. During April, the output of evaporated milk (case goods) was estimated by the USDA "Evaporated, Condensed and Dried Milk Report" at 285 million pounds. This was 20 percent less than April production last year, and the cumulative total production from January through April this year of 949 million pounds was 28 percent less than last year. April production, however, was 33 percent greater than the 1937-1941 five-year average.

Dried skim milk production for human food during April was estimated at 45 million pounds, which was 19 percent less than last year. Likewise, the cumulative total production from January through April was 19 percent less than last year. Dried whole milk production increased from 4,300,000 pounds in April, 1942, to 11,950,000 pounds in April, 1943; an increase of 160 percent. A growing demand for condensed milk (case goods) is indicated by the fact that 11,500,000 pounds were produced in April, 1943, compared with 5,518,000 pounds in April last year. The January-April cumulative total this year was 107 percent of production a year earlier.

Find your joy in something finished, and not a thousand things begun.

Jersey Price Hearing

(Continued from page 10)

ket Committee, testified for members supplying South Jersey markets. He emphasized the same points presented by Mr. Willits and added that his frequent personal contact with producers in that area has provided abundant evidence that the cost of feed, labor, cows, etc., has been steadily increasing. He urged on their behalf that a price increase be made at the earliest possible moment, with a further increase later in order to bring forth the volume of milk necessary to supply New Jersey markets.

Frederick Shangle, manager of the Trenton Inter-State Milk Market Committee, also gave emphasis to the same points and stated that the present price situation is discouraging dairymen and is causing many of them to go out of business at a time when added production is sorely needed.

Good Hay Pays

(Continued from page 11)

Professor Dickey states that grass and clover silage can be made without preservatives if the crop is slightly wilted before being put in the silo. He points out, also, that grass and clover silage is higher in protein than is corn silage and, due to its carotene content, feeding grass silage in the winter gives winter milk a better color and a higher vitamin content.

Hitler, Mussolini, Hirohito threaten your crops and your farm. Buy War Bonds and lend your money to buy the weapons to stop these international cut-worms and chinch-bugs.

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2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
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WHO IS THE ADA? WHAT IS IT DOING? WHAT DOES IT MEAN TO YOU?

This is important to you!

Because the dairy industry . . . YOUR industry . . . is facing the most serious situation in its history, it is vital that YOU understand the American Dairy Association . . . who it is . . . what it does . . . what it means to you. **READ EVERY WORD!**

Q. Who Is the ADA?

A. The ADA is the representative of nearly five million American dairy farmers. It is supported by the dairy farmers of Arkansas, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Montana, Nebraska, North Dakota, South Dakota, Washington, Wisconsin.

Q. What Is the Purpose of the ADA?

A. To carry on a program of national scope in newspapers and radio in behalf of the dairy farmers and dairy foods.

Q. Who Runs the ADA?

A. A Board of Directors composed of three representatives from each member state. These directors serve **WITHOUT PAY**.

Q. How Is the ADA Supported?

A. Funds for carrying on the activities of the ADA are provided on a voluntary basis by a deduction of 1¢ on each pound of butterfat marketed during the first 15 days of June—in most States. This amount is deducted from the cream or milk check at time of settlement. The amount averages approximately 10¢ per cow per year.

Q. What Is Done with This Money?

A. It is used in a continuous, powerful national program . . .

TO HOLD Public Preference for Dairy Foods . . .

TO GAIN Public Understanding of Farm Problems . . .

TO GUARD against temporary shifts to substitutes becoming permanent . . .

TO PROMOTE research on dairy products . . .

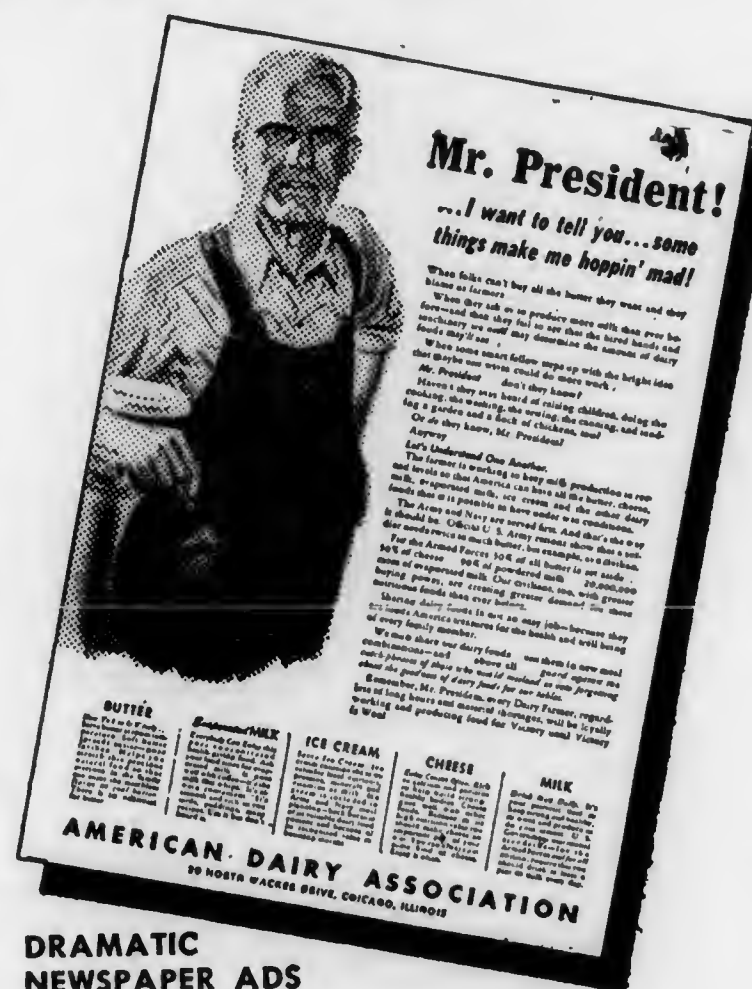
TO PREPARE for Post-War Sales Opportunities.

Q. What Is the ADA Campaign?

A. The ADA is fighting the battle for the dairy farmer . . . making the public understand his problems . . . understand the vital need for more dairy foods . . . understand that the dairy farmer must have more men . . . more machinery to produce them. This powerful campaign is now running in dramatic newspaper advertising, in a farm-news radio program "The Voice of the Dairy Farmer" over the Blue Network, and in continuous well-directed publicity in newspapers and magazines.

Q. What Does This Mean to YOU?

A. It means that YOU and YOUR industry have a strong, powerful organization . . . a VOICE to command attention . . . to fight for public understanding and justice. Make sure that your organization is active in support of the American Dairy Association.



DRAMATIC
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EVERETT MITCHELL
Popular Star of the
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ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PROCESSORS' CO-OPERATIVE, Inc.

Vol. XXIV

Philadelphia 8, Pa., July, 1943

No. 3



Inter-State's Distinguished British Visitors

INTER-STATE was especially honored in mid-June, when it served as host organization to a delegation of distinguished British agriculturists visiting this country for the purpose of studying American farming methods. The party, pictured above, consisted of: T. R. Ferris, seated, and standing (left to right), John W. Cassels, T. B. Manson, E. Watson Jones and Professor J. A. Scott Watson.

T. R. Ferris is Executive Officer to the Dorset War Agricultural Executive Committee and a member of Sub-Committee of Agricultural Improvement Council.

John W. Cassels is Director of Agriculture for Durham and Executive Officer for Food Production for that County.

T. B. Manson is Divisional Land Officer to the Department of Agriculture for Scotland.

(Please turn to page 16)

Dairy Expert Gives War-Time Pointers On How to Get Our Best Production

DAIRYMEN are going to face plenty of difficulties in maintaining production during the coming year. Their success in equalling or surpassing past production achievements will depend largely upon their determination and ingenuity.

In working this out, every producer must solve his own particular problems, adapting to his use whatever information he can obtain. One of the best guides we have seen on this subject was that presented by A. R. Merrill, Extension Dairyman, University of Connecticut, who appeared on the program of the special feed conference held in New York on June 29 by the Northeastern Dairy Conference. His opening remark was, "I do not propose to go into the reasons for the mess we are in but rather to accept the situation as it is, and submit a few suggestions that may help dairymen to make a reasonable amount of milk by the use of recourses that they can develop on their own farms."

"Dairymen want to do their part in producing the milk that is so much needed . . . To do this dairymen must do a better job in feeding, crop production and herd management than ever before and they can do it. It means long hours of labor and many problems will be encountered, but after all is over the returns in production will supply the dairy products needed to help defeat the Axis."

Following is a summary of his report:

Grain supplies will be less than usual. Use the grain we have to the best advantage. Too much grain is fed to low producing cows. High producing cows are seldom fed enough. Cut out the grain when high testing cows are down to 15 or 20 pounds of milk daily, and when low testing cows are down to 20 to 25 pounds. Good pasture and plenty of roughage will maintain the cow and make this small amount of milk. Use the grain saved for the heavy producers, they need plenty when in the flush of milk.

Young stock can be carried through the winter with little if any grain providing they are fed liberally on good hay and ensilage. Turnips sown in July in the corn fields or other places will not call for much labor and will help winter the young stock.

Raise only the best calves, feed them less milk than usual but feed them liberally on approved calf

meals, or so-called milk substitutes. Keep them growing the first year.

Pasture—What is your situation now?

What will it be in August or September?

Can we meet a pasture slump?

It is getting late but quick action will do a lot, for example:

Barley—2 bushel per acre sown from July 15 to August 31 will provide pasture in September and October.

Barley & Rye—1 bushel each sown in August will provide September and October pasture.

Clover—Second crop may be pastured at various intervals from August to October.

Alfalfa—Second crop pastured July 20-August 10.

Alfalfa—Third crop pastured in October.

Meadows—In general, will furnish fall feed.

Nitrogen is now available. It will pay to top dress some meadows. More fall feed may be secured if this is done.

Provide lots of hay. Put up all the good quality hay you possibly can. Feeding hay three times a day during the winter will help save grain.

Fill the silo. Silage will supplement the hay crop. It will help out the pastures.

Fit the dairy cows for freshening. While it is not necessary to feed grain to low producers it is advisable to feed the dry cow liberally. Use a fitting ration rather than the regular dairy ration. Have the cow in good flesh when she calves.

Get rid of the flies. Cows covered with flies are not comfortable, neither is the milker.

Water. Flies are bad but a pasture without water is worse. Keep fresh water before the cows at all times. A cow needs from 25 to 40 gallons of water daily. See that she gets it. Lack of water will cut the milk yield more than any other one thing.

Better management practices. Right now we are not confronted with management problems such as will come on later. Next fall and winter keep your cows under cover during cold, stormy days. Why burn up grain to keep a cow warm in a cold fall rain? Keep cows well bedded; this helps to prevent udder trouble. Keep barns dry and well ventilated. Barns need not be too warm; 45-50 degrees F. is a good temperature.

Keep herds healthy. Keep cows free from lice. Treat ring worm, barn itch and cow pox as soon as noticed. Milk mastitis cows last. Never squirt gargety milk on the floor. Watch for any abnormal disease conditions and consult your veterinarian if serious.

We may have our feed troubles next year. Let's ask ourselves a few questions.

1. Have we done the best job possible this year on providing pastures for six months feed?

2. Have we made the most of providing hay and ensilage?

3. What have been our slack spots?

4. Can we do a better job of planning for next year?

5. Let's do it!

We may be short on grain, we may not make as much milk as we could if plenty of grain was available but we can do many things to help make a fair amount of milk with what we have. We can keep our best young stock so that our herds will not be depleted. We can grow them fairly well on good roughage. We can use the grain we do have to the best advantage. Yes, we can do many things to pull ourselves out of the mess we are in. Can we do it? I believe the answer is, Yes!



Cumso: "Well, McBride, is there as much billing and cooing as there was before marriage?"

McBride: "The billing has increased."

On the first morning after the honeymoon the husband rose early, went down to the kitchen and took his wife her breakfast in bed. She was delighted. Then hubby spoke: "Have you noticed every detail?" "Of course, every single thing, darling!" "Good. Well, that's how I want my breakfast served every morning after this."

Mrs. Brown: "Whenever I'm in the dumps, I get myself a new hat."

Mrs. Jones: "I was wondering where you got them."

Three Friends of Mine

have lost their sons. My next door neighbor's husband's gone, and countless men are braving death that you and I may live in peace. Yet, while they die, we here at home fight 'mongst ourselves like silly fools.

Throughout the land black markets thrive and miners strike for higher pay. John Lewis slugs with Roosevelt; and Henderson is shown the gate and Prentiss Brown lands Leon's job, and Maxon quits the OPA; and Wickard goes and Davis comes and goes; now Jones is chief of food, but he, 'tis said, is no more boss than they, and still our food grows scarcer.

And pretty platitudes are preached about the freedoms we enjoy, yet, while we preach, Detroit kills off a score of blacks and several whites; and Wallace, fresh from preaching peace among our

Southern neighbors, comes home and brawls with Jesse Jones; and Congress and the White House scrap; and we at home watch Washington and do the same as they; and those who hate the President seize on these things to damn him; and most of us mix politics in with our total war.

I wonder what a boy out there who's thrown his future up and gone, for fifty bucks a month to fight and maybe die, thinks of us snarling folk for whom he risks his hide, or if my friends who've lost their men feel, sometimes, that they've died in vain.

God help us get together here at home!

OT Hoffman

Bigger Milk Demand Forecast for Next Fall

There will be a demand for approximately 8.9 percent more Class I milk in Philadelphia during October, November and December of 1943 than was sold in the corresponding months of 1942. This is based upon an estimate supplied by 35 handlers to Market Administrator Wm. P. Sadler, while surveying the probable needs of the market during this normally short period.

The same survey shows that approximately 5.4 percent more milk will be produced by the producers supplying these handlers, or about 92,000 pounds more a day. In addition, the handlers are forecasting that they will have to go outside their regular sources of supply for an additional 211,000 pounds of milk every day during this three-month period when supplies are normally short. Last year they brought in an average of about 123,000 pounds of outside milk every day during these fall months.

It is also estimated that out of every 100 pounds of Class I milk which will be sold in October, November and December slightly more than six pounds will be purchased from sources other than regular producers.

The estimated number of producers will be slightly less, about 0.5

percent, during these months than it was last fall.

It must be kept in mind that these figures are all based upon estimates made by handlers in June, six months in advance.



Robert Buckwalter, Pottstown, Pa., (left) and his cousin are proud of these calves which Robert raised.

Where Our Dairy Products Will Go the Next 12 Months

The civilian population as a whole now knows how much of certain dairy products it will have during the twelve months beginning with July. According to an announcement by the War Food Administration, out of every ten pounds of butter civilians will have eight pounds, the armed forces 1.5 pounds and the Russian army one-half

pound. Total production is estimated at 1.670 million pounds.

Of the estimated production of 508 million pounds of cheese, civilians will get 5.5 pounds out of every ten. The remaining 4.5 pounds will be divided among military, countries receiving defense aid, the Red Cross and the country's military allies.

With an estimated production of 69 million cases of evaporated milk (3,001 million pounds), civilians will be allocated 4.33 cases out of every ten, military and war services will get 3.5 cases and the remainder will go to our allies and other export groups. Civilians will get two-thirds of the condensed milk, the remainder going to our allies and other export groups.

An estimated 522 million pounds of dry skimmilk, both spray and roller process, will be manufactured in the coming year, of which civilians will get 175 million, the remainder going to lend-lease; military use, foreign relief and U. S. territorial groups.

Home economists suggest that the most patriotic table manners in time of war are those that tend to waste the least food.

Mary had a little cow
And, oh, how it did stutter.
In place of every quart of milk
It gave a pound of butter.

—Hopkinsville, Ky., *New Era*

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19. *Charles R. Hires, Jr., Salem, N. J.
20. *B. H. Welty, Waynesboro, Pa., R. 4
21. Geo. A. Comer, McConnellsburg, Pa.
22. Honorary Life Member—F. P. Willits, Ward, Pa.
*Member of Executive Committee

FIELD DEPARTMENT

C. E. Cowan, Lancaster, Pa., Asst. Director
C. Reynolds, Denton, Md., Asst. Director
E. P. Bechtel, Collegeville, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
Louis F. Tomey, Easton, Md.
D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 118-M.
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977.
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Opposition to Subsidies efined by Farm Groups

In a Fourth of July declaration the four major farm organizations of America restated their opposition to food subsidy and food price rollback programs. They urged upon Congress that strict limits be placed upon the price rollback powers of all administrative agencies, and especially of the Commodity Credit Corporation. The same stand was taken regarding subsidies designed primarily to reduce or hold down prices.

In this statement the leaders of these farm organizations informed

Congress that any Congressional action which would condone or appear to approve subsidies may be the opening wedge for permanent programs to those ends.

The statement made a sharp distinction between price increases and debt inflation, stating that "of all forms of inflation, debt inflation is the most dangerous and disastrous." The statement brought out that demands to avoid paying fair prices for food and avoiding the collection of sufficient taxes to drain off the ever-growing volume of excess purchasing power both added to debt inflation.

The statement was signed by Edward A. O'Neal, president of the American Farm Bureau Federation; Albert S. Goss, Master of The National Grange; Ezra T. Benson, Executive Secretary of the National Council of Farmer Cooperatives and Charles W. Holman, Secretary of the National Cooperative Milk Producers' Federation.

A Reminder

Inter-State's post office address now reads:

Inter-State Milk Producers' Cooperative
401 North Broad Street,
Philadelphia 8, Pa.

The "8" following the Philadelphia is the postal zone number and is made a part of the address in order to facilitate prompt delivery of mail. Please use it whenever writing to our office, thus avoiding one possible cause for delay.

Amendment to By-Laws Proposed by Directors

The Board of Directors, at its meeting on June 23, passed a resolution providing for the publishing of a proposed amendment to the by-laws of Inter-State Milk Producers' Cooperative, which would add the words "or December" after the word "November" in Article V, Section 1, so it will read as follows:

Section 1. A Meeting of delegates from the several locals shall be held annually in November or December, at such time and place as the Board of Directors shall order.

This amendment will be acted upon by the Board at the first meeting held ten days following the publication of this notice.

The amendment was proposed in order to provide greater flexibility in the selection of a date for the Inter-State annual delegate meeting. A committee was appointed by the president to recommend to the Board a date for the 1943 meeting, after it was found that other regular-

ly scheduled events and the Thanksgiving holiday made it difficult to find dates in late November which would be generally suitable.

The dates selected for the meeting will be announced through the Review as soon as they are determined.

Personal Glimpses

Mark L. Stitt, former director of Inter-State from District 16, suffered a painful injury recently, when a thumb was severely lacerated in helping a neighbor repair his barn.

Mr. and Mrs. John Summers and family of Lancaster county lost their house and contents by fire on June 20. They escaped to the ground by way of the porch roof.

A spark generated by a stone being blown through a straw blower ignited the straw and resulted in the complete loss of the barn of Wm. Stephens of Collegeville, Pa., on July 3. One week later 25 members of Keystone Grange came with trucks, shovels, etc., and cleaned up the debris.

The barn on the Glenn McGrady farm near Rising Sun was lost by fire caused by lightning in a recent storm. The Rising Sun fire company saved adjoining buildings. All livestock except two cows and two heifers were saved.

4-H club work in New Jersey will be supervised for the next six months by C. B. Wadleigh, state leader of Junior Extension Work in New Hampshire, who succeeds Kenneth W. Ingwalson, who has been loaned to the Victory Farm Volunteer Corps of the USDA.

Earl Bishop, one of Queen Anne County, Maryland's, best known and most successful farmers passed away on June 17, at the age of 60. He is survived by his father, his wife and six children, also by three brothers and five sisters.

Nineteen registered Holstein cows and heifers, owned by Chas. I. Small, Chambersburg, Pa., were found dead in the pasture, killed by lightning, after a mid-June storm. Only three cows escaped the bolt.

"Edith," he whispered, "will you marry me?"

"I don't know, Tom," she replied coyly.

"Well, when you find out," he said, rising, "send me word, will you? I shall be at Eva Gordon's and if I don't hear from you by ten o'clock, I'm going to ask her."

Gushing Hostess: "You know, I've heard a great deal about you."

Absent-minded Politician: "Possibly, but you can't prove a thing."

Subsidy Scrap at Rest

Subsidies are still with us. The consumer, whether he wants to or not, has little choice but to put part of his grocery bill on the cuff, to be paid when the war is over and money will be a lot harder to get hold of than it is now. The men who are fighting overseas will have to dig down into their post war earnings, too, to help pay this wartime grocery bill of those who stayed at home.

A substantial majority of each House of Congress desired that grocery bills be on a pay-as-we-go basis. Their legislation to that effect was vetoed by the President, however, and it failed, by a narrow margin, of reaching the two-thirds majority necessary to override a Presidential veto.

The Congress is now in recess until September 14. This will give its members a chance to find out what the folks back home are thinking on this and the other vital domestic issues confronting our nation. In the meantime, it is almost certain that the agricultural situation will become very critical and the demand for many essential foods will continue to grow faster than the supply. This, right now, appears to be especially true of dairy products.

It is generally recognized that further price increases to producers of many agricultural products must be granted if our production situation is to be saved from complete chaos. Farmers may find themselves in the embarrassing situation of having to accept price increases made possible through consumer subsidies as the only alternative to reducing production at a time when the nation needs every pound of food we can possibly produce.

That is fundamentally unsound—but our first job is winning the war. Distasteful as are subsidies, if, as the President seems to indicate, there is no other way to escape further wage increases and their inflationary effects, this country may have to "drug" itself with subsidies in order to placate certain groups so they will stay in the mood to produce essential goods. It's bitter medicine—we as a nation should not need it—but IF there is no other way to carry on the job of winning the war we may have to take it.

And, if that is the case, it would seem that getting rid of the cause of such a nasty situation will be one of the very first jobs after our war is won.

Student: "Could one refer to the Venus de Milo as the girl who got the breaks?"

English Librarian: "Why not, may I ask? It's an 'armless' joke."



This kitten is a nice playmate for one-year-old Martha Jean Tharp. She is a daughter of Eugene Tharp, Rising Sun, Md.

Pick Your Favorites Wisely Give Them Every Advantage

This is one time when we can and should play favorites, especially if we own a string of cows. It is good business to play favorites with our best producers.

Feed every cow according to her production. The cow that delivers the goods deserves extra feed. In fact, feeding experts and economists who understand dairying are recommending that the low producing cow be compelled to get along with good quality hay, silage and other roughages. In many cases the grain saved in this manner can be fed to advantage to the high producing cow.

E. J. Perry, New Jersey extension dairyman, reports that one member of the Burlington County Dairy Herd Improvement Association managed to save over 2,100 pounds of grain feed a month by shifting from a guessing method to playing favorites, by feeding strictly "according to the dairy yield per cow."

With restrictions on the amount of feed that can be purchased, as imposed by many feed handlers, this will prove to be good business. It will also make the nation's available dairy feed supply go farther and produce the greatest volume of milk with existing supplies.

Comer Succeeds Oyler As District 26 Director

The Board of Directors has elected Geo. A. Comer of McConnellsburg, Pa., as director from District 26, to fill the unexpired term of H. Lester Oyler, whose resignation was presented and accepted at the May meeting of the Board of Directors.

Mr. Comer was recommended by the delegates of District 26. He has attended Inter-State annual meetings numerous times as a delegate from the Fulton County Local and is active in community affairs.

BUY WAR BONDS and STAMPS

What Happened to Corn?

Nothing unusual—it is merely going the way of all crops and products—being sold to the highest bidder. In this case the highest bidder is the hog. Corn fed to hogs will give a higher return than if sold on the open market.

This is a result of the attempts to control prices with the ceiling on corn set at approximately \$1.00 per bushel. The same bushel of corn fed to hogs and converted into pork will, after all other expenses of hog raising are met, provide a return variously estimated at \$1.25 to \$1.50 per bushel.

It is only natural, under such circumstances, that the man who has both the corn and the hogs will feed the corn and sell it as pork. The man who has the corn and can get the hogs will do likewise.

Bob Jones Talks to Inter-State's Fieldmen

It was much more than a pleasant coincidence that Bob Jones, widely known figure in the dairy industry on the Pacific Coast and one of the editors of the Pacific Dairy Review, stopped in at Inter-State's office on June 8, since Inter-State's field staff happened to be in conference in the office on this day.

Mr. Jones, at Mr. Hoffman's invitation, talked informally to the fieldmen about dairy conditions generally in the West and, in twenty minutes, established for himself the same reputation as a delightful speaker which he has on the Coast.

E-O-D Delivery Plan Off to Smooth Start Here

Both the New York and Pittsburgh markets were disturbed for a few days early in June when the every-other-day plan of retail delivery of milk was inaugurated. This resulted from the failure to develop arrangements which were satisfactory to the milk drivers' unions in those markets.

The Philadelphia dairy industry suffered no such loss, due to the excellent working together of the leaders of the milk drivers' union in Philadelphia and the management of the dairy companies. This co-operation resulted in a smooth transition from the every-day to the every-other-day delivery, with a minimum of inconvenience to consumers and no loss whatever to producers.

An ounce of courage will go farther with women than a pound of timidity. —Balzac.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I May, June	Class II May June	Class III May June
Philadelphia Suburban	9	\$3.85	\$3.155 \$3.194	\$2.538 \$2.532
Altoona	10-2	3.70	3.110 3.143	2.524 2.513
Huntingdon-Tyrone	11	3.45	3.110 3.143	2.524 2.513
State-Wide	14	3.50	3.110 3.143	2.524 2.513
Lancaster	15	3.73	3.128 3.160	2.524 2.513
Reading	15	3.70	3.128 3.160	2.524 2.513

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

May	I	IA	II	III	*Bonus
Eachus Dairy Co.	89.17	0	10.83	0	—
Hoffman's	53	8	39	0	—
Penn Cress Ice Cream	31.6	1	67.4	0	—
Williamsburg Dairy	100	0	0	0	—

June	I	IA	II	III	*Bonus
Blue Hen Farms	80	x	20	x	—
Clover Dairy Co.	87.1	x	12.9	x	71
Delamare Dairy	85	x	15	x	—
Fraim's Dairy	89.64	x	10.36	x	75
Greenhill Dairy	85	x	15	x	—
West End Dairy	86.19	x	13.81	x	—

June	Norm	Cream	"A" Bonus
Castanea Dairy Company	90	10	90
Supplee-Wills-Jones (% of Norm)	100	balance	—

* Percentage of production on which "A" producers were paid Grade "A" bonus.

Prices Paid for 4% Milk

June	Location	Area	Price
Bechtel, I. Lloyd	Royersford, Pa.	1 A	\$3.815
Cream Top Dairy	Lancaster, Pa.	14	3.51
Eachus Dairy Co.	West Chester, Pa.	1 A	3.79
Hershey Creamery Co.	Greencastle, Pa.	11	3.35
Highland Dairy Co.	Coatesville, Pa.	1 A	3.76
Hoffman's	Altoona, Pa.	9	3.355
"	Bedford, Pa.	10, Z 2	3.355
"	Huntingdon, Pa.	10, Z 2	3.355
Lancaster Milk Co.	Lancaster, Pa.	14	3.45
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.30
Queen Dairy	Lancaster, Pa.	14	3.73
Rohrer Med-O-Farm	Lancaster, Pa.	14	3.50
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

June	Location	Area	Price
Abbotts Dairies	(N. J. Producers)	—	3.72
Blue Hen Farms	Wilmington, Del.	—	3.73
Centerville Producers Co-op.	Centerville, Md.	—	3.55
Clover Dairy Company	Wilmington, Del.	—	3.80
Delamare Dairy	Wilmington, Del.	—	3.78
Fraim's Dairy	Wilmington, Del.	—	3.83
Greenhill Dairy	Wilmington, Del.	—	3.78
New York City Buyers	201-10 mile zone	—	3.23
Supplee-Wills-Jones	Nassau, Del.	—	3.44
West End Dairy	Wilmington, Del.	—	3.79
Western Maryland Dairy	Rising Sun, Md.	—	3.504
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

Feed Price Summary for June, 1943

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	June 1943 (\$ per T.)	May 1943 (\$ per T.)	June 1942 (\$ per T.)	% Change June 1943 compared with May, 1943	% Change June 1943 compared with June, 1942
Wheat Bran	50.75	50.72	47.23	+ .06	+ 7.45
Cottonseed Meal 41%	45.20	46.13	49.43	- 2.02	+ 18.79
Gluten Feed 23%	51.25	49.18	41.99	+ 4.04	+ 22.05
Linseed Meal 34%	52.50	52.52	44.74	- .04	+ 17.34
Corn Meal	52.73	52.25	43.52	+ .49	+ 21.16
Mixed Dairy Ration 16%	56.75	56.83	49.13	- .08	+ 15.51
" " 24%	57.53	60.00	49.88	- 4.15	+ 15.34
" " 32%	47.85	48.08	36.83	- .48	+ 29.92
Brewer's Grains	47.85	48.08	36.83	- .48	+ 29.92

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
May	\$3.93	\$2.980
June	3.93	2.949
July	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
May	\$3.60	\$2.67
June	* 3.60	2.67
July	* 3.60	2.67

*—These are the minimum permitted Class I prices under the orders of the New Jersey Milk Control Board. A recent order issued by OPA permits a maximum Class I producer price, effective April 12, of \$3.83, an increase of 23 cents.
The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skimmilk
May	\$23.1125	11.3125¢
June	23.65625	11.3125¢
†—Per 40-quart can of 40 percent cream;		
†—Per pound of roller process dry skimmilk;		
each as used in determining the Philadelphia Class II price.		

Average Price New York 92-Score Butter	Cents Per Pound
June, 1943—46.75*	
(No change during month)	
May, 1943—46.75	
June, 1942—36.85	

*—Quotation includes subsidy payments.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average price paid do not include any bonuses or premiums which producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers April, 1943

Dairy	Grade "A" & Premium	Grade "B"
Abbotts Dairy	\$3.84	\$3.52
Arrowhead-Shoemaker	3.89	3.51
Castanea Dairy	3.81	3.47
Ferguson's Dairy	3.79	3.44
Gilmour, J. C.	3.80	3.49
Kligerman Dairy	4.00	3.60
Locust Lane Farms	3.94	3.48
Parks Dairy	3.87	3.53
Scott Powell Dairies	3.87	3.51
Supplee-Wills-Jones	4.00	3.60
Sylvan Seal	—	—
Wilson Dairy Co.	—	—

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Husband: "You're terribly extravagant. If anything should happen to me, you would probably have to beg."

Wife: "I'd get by. Look at all the experience I've had."

Prices 4% Milk, May and June

These are the prices paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during May and June, 1943.

Handler	Plant Location	Location Differential	May Price	June Price	Handler	Plant Location	Location Differential	May Price	June Price
Market Average	f. o. b. Philadelphia	—	\$3.752	\$3.775	Pinkerton, S. D.	Media, Pa.	.07	\$3.951	\$3.960
Abbotts Dairies	Philadelphia, Pa.	—	\$3.802	\$3.794	Quaker-Maid D'y Products	Philadelphia, Pa.	—	3.740	3.773
"	Coudersport, Pa.	.402	3.356	3.362	Quinn's Dairies	Philadelphia, Pa.	—	3.889	3.898
"	Curryville, Pa.	.339	3.433	3.425	Richards, F. H.	Philadelphia, Pa.	—	3.837	3.952
"	Easton, Md.	.283	3.489	3.481	Rosenberger's Dairies	Hatfield, Pa.	.13	3.502	3.559
"	Goshen, Pa.	.241	3.531	3.523	Schillinger's Dairies	Philadelphia, Pa.	—	3.990	3.927
"	Oxford, Pa.	.227	3.545	3.537	Scott-Powell Dairies	Philadelphia, Pa.	—	3.704	3.774
"	Port Allegheny, Pa.	.416	3.356	3.348	"	Ardmore, Pa.	—	3.704	3.774
"	Spring Creek, Pa.	.451	3.321	3.313	"	Clayton, Del.	.241	3.433	3.503
Ardmore Home Dairies	Ardmore, Pa.	—	4.019	3.978	"	Fairdale, Pa.	.318	3.356	3.426
Baldwin Dairies	Philadelphia, Pa.	—	3.773	3.794	"	New Holland, Pa.	.234	3.440	3.510
Bedminster D'y m'n's Ass'n	Bedminster, Pa.	.22	3.701	3.711	"	Pottstown, Pa.	.22	3.454	3.524
Bergdoll's John C. Dairy	Boothwyn, Pa.	.09	3.719	3.725	"	Snow Hill, Md.	.304	3.370	3.440
Booth, Chas. T.	Chester, Pa.	.07	3.855	3.839	Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.351	3.390
Breuninger Dairies	Philadelphia, Pa.	—	3.897	3.848	"	Center Port, Pa.	.248	3.103	3.142
"	Richlandtown, Pa.	.227	3.640	3.591	"	Manoa, Pa.	—	4.063	4.072
Brookmead C'rns'y Dairies	Wayne, Pa.	.07	4.001	3.975	Suburban Dairies	Spring City, Pa.	.22	3.660	—
Brown's Dairies	Glenside, Pa.	.07	3.939	3.858	Sunny Slope Dairy	Philadelphia, Pa.	—	3.711	3.743
Buck's Co. Fm. Dairies	Morrisville, Pa.	.22	3.685	3.675	Supplee-Wills-Jones	Philadelphia, Pa.	—	3.349	3.381
Buehlers Dairy	Willow Grove, Pa.	.07	3.881	3.884	"	Bedford, Pa.	.332	3.349	3.416
Clover Crest Dairy Fm.	Newtown, Pa.	.13	3.702	3.773	"	Chambersburg, Pa.	.297	3.377	3.409
Cooklyn Milk Co.	Goldsboro, Md.	.262	3.291	3.358	"	Hagerstown, Md.	.304	3.377	3.409
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.949	3.946	"	Harrington, Del.	.262	3.419	3.451
Crumdale Farms Dairy	Berwyn, Pa.	.09	—	3.981	"	Huntingdon, Pa.	.332	3.349	3.381
Crystle, Wm. H. Dairy	Chester, Pa.	.07	3.853	3.792	"	Leaman Place, Pa.	.234	3.447	3.479
Darlington Bros.	Darling, Pa.	.09	3.877	3.914	"	Lewistown, Pa.	.311	3.370	3.402
Deger's Dairy	Mont Clare, Pa.	.13	3.611	3.645	"	Mercersburg, Pa.	.311	3.370	3.402
Dietrich's Dairy	Reading, Pa.	.234	3.492	3.432	"	Mt. Pleasant, Del.	.227	3.454	3.486
Engel Dairy	Philadelphia, Pa.	—	3.881	3.930	"	Princess Anne, Md.	.297	3.384	3.416
Ervin's Dairy	Philadelphia, Pa.	—	3.945	4.019	"	Townsend, Del.	.234	3.447	3.479
Frankford Dairies	Philadel hia, Pa.	—	3.990	3.863	"	Worton, Md.	.255	3.426	3.458
Gailey Ice Cream Co.	Delta, Pa.	.248	3.457	3.518	Sylvan Seal Milk, Inc.	Philadelphia, Pa.	—	3.706	3.825
Gardenville D'y m'n's Ass'n	Gardenville, Pa.	.13	3.712	3.728	Sypherds Dairies	Philadelphia, Pa.	—	3.795	3.657
Gardenville Fm. Dairies	Hatboro, Pa.	.09	3.812	3.820	Taylor's Dairy	Jen intown, Pa.	—	3.716	3.775
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.907	3.900	Turner & Wescott	Glenroy, Pa.	.234	3.397	3.413
Gorman Dairies	Newtown Sq., Pa.	.07	3.983	3.755	Victor Dairies	Philadelphia, Pa.	—	3.605	—
Greentree Creamery Ass'n	Obelisk, Pa.	.22	3.711	3.709	Walnut Bank Farms	Quakertown, Pa.	.227	3.841	3.784
Gross, Charles, Dairy	Philadelphia, Pa.	—	3.966	4.020	Warners Dairy	Berwyn, Pa.	.09	3.740	3.761
Grubbs Dairies	Media, Pa.	.07	3.966	3.933	Wawa Dairy Farms	Wawa, Pa.	.09	3.678	3.728
Hamilton Dairies	Philadelphia, Pa.	—	3.687	3.768	Willow Ridge Farm	Hatboro, Pa.	.09	3.767	3.783
Hansell, A. R.	Philadelphia, Pa.	—	3.820	3.781	Wilmer Dairies	Conshohocken, Pa.	.07	3.698	3.757
"	Mainland, Pa.	.11	3.710	3.671	Wissahickon Dairy	Philadelphia, Pa.	—	3.891	3.948
Harbisons' Dairies	Philadelphia, Pa.	—	3.768	3.809	Witchwood Dairy	Spring House, Pa.	.11	3.842	3.909
"	Brandtsville, Pa.	.276	3.462	3.503					
"	Byers, Pa.	.22	3.518	3.559					
"	Carlisle, Pa.	.276	3.462	3.503					
"	Hurlock, Md.	.283	3.455	3.496					
"	Massey, Md.	.241	3.497	3.538					
"	Millville, Pa.	.332	3.406	3.447					
"	Sudlersville, Md.	.248	3.490	3.531					
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.740	3.773					
"	Boiling Springs, Pa.	.276	3.434	3.467					
Hill Crest Farms	Eddington, Pa.	.09	3.564	3.737					
Holiday Dairy	Norristown, Pa.	.09	3.776	3.708					
Homestead C'rns'y Farm	Chester Heights, Pa.	.11	3.752	3.877					
Hutt's Dairies	Philadelphia, Pa.	—	3.785	3.858					
Individual Dairies	Philadelphia, Pa.	—	3.813	4.020					
Ivy Crest C'rns'y Dairies	Hatboro, Pa.	.09	3.919	3.938					
Jersey Queen Dairy	Philadelphia, Pa.	—	3.726	3.820					
Johnson, J. Ward Dairy	Woodlyn, Pa.	.07	3.814	3.825					
Lehigh Valley Farmers	Allentown, Pa.	.234	3.760	3.820					
Marmer, John	Bryn Mawr, Pa.	—	3.972	3.898					
Marshall T. Forest	Linwood, Pa.	.09	3.872	3.928					
Martin Century Farms	Lansdale, Pa.	.11	3.759	3.731					
Meyer Dairies	Ambler, Pa.	.09	3.757	3.731					
Miller-Flounders Dairy	Chester, Pa.	.07	3.880	3.818					
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	4.045	3.978					
Mont-Berk Dairy Co.	Boyetown, Pa.	.227	3.485	3.576					
Nelson Dairies	Norristown, Pa.	.09	3.761	3.731					
Oakes Dairy Farm	Chadds Ford, Pa.	.11	3.909	3.909					
Oakland Dairies	Fairview Village, Pa.	.11	3.561	3.504					
Pennbrook Milk Co.	Philadelphia, Pa.	—	3.786	3.851					
Penn-Reed Milk Co.	Belleville, Pa.	.318	3.142	3.165					

*—The location differentials set forth in this column are as provided in paragraphs 961.8d and 961.8e of the marketing order. The location differential as set forth in paragraph 961.8d is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8e an additional deduction of 3 cents per hundredweight is permitted at such plants. (This additional deduction is not included in this listing of location differentials but where it is known to have been taken the prices shown allow for it.) Paragraph 961.8e permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5¢ per point.

MARKET SUMMARY

	JUNE, '42	MAY, '43	JUNE, '43
Class I, price, 4% milk	\$3.580	\$3.580	\$4.050
Class II price, 4% milk	2.226	3.004	3.069
Weighted Average Price	3.228	3.752	3.775
Class I, pounds	62,135,257	69,749,614	70,237,710
Class II pounds	21,997,904	23,731,569	19,055,646
Total pounds	84,113,161	93,481,183	89,293,356
Class, percent	73.87	74.61	78.66
Class II, percent	26.13	25.39	21.34
Average butterfat test, %	3.85528	3.86102	3.79341
Number of producers	9,445	9,689	9,609
Value, 4% basis, f. o. b. Philadelphia	\$2,715,303.45	\$3,507,135.95	\$3,370,823.34

Secondary Markets

Trenton

Due to the illness of Market Manager Frederick Shangle, no report on conditions in the Trenton area was carried in the June Review. The extreme hot weather late in June cut the milk supply sharply, leaving barely sufficient milk for fluid needs. Recent rains and cooler weather have eased the situation.

An extreme shortage of production in this section of New Jersey is expected as the season advances. The present price rulings are holding the prices down below cost of production, which is discouraging many producers, especially with feed prices soaring and the farm labor situation becoming more serious. It is hoped that this can be corrected before production is cut permanently, it being pointed out that the longer the delay the more serious the damage.

Wilmington

At the July meeting of the Wilmington Market Committee, held at Newark on July 8, the committee urged the agricultural extension service to organize local volunteer labor in order to help save the hay and wheat crops in New Castle county.

Plans were started for the election of next year's market advisory committee, with a committee of five appointed to receive and make nominations to these positions. The personnel of this committee consists of: **Julian Laws**, Newark, Del., **Wm. Naudin**, Newark, Del., **Henry Mason**, Elkton, Md., **Geo. Shaw**, Middletown, Del., and **Horace T. Woodward**, Mendenhall, Pa. Any member who has a nomination to make to the advisory committee is asked to see a member of this special committee.

The annual meeting of producers supplying the Wilmington market will be held in September, at a time and place to be announced.

Meeting Calendar

July 20—*South Jersey Inter-State Milk Market Committee*—Woodbury, N. J.
July 20-21—*Dairy Feeding Conference, Pennsylvania State College*—State College, Pa.
July 27—*Trenton Inter-State Milk Market Committee*—19 W. State Street, Trenton, N. J.
August 10—*Alloona-Huntingdon Inter-State Milk Market Committee*—Hollidaysburg, Pa.

Fieldmen Will Attend Special Dairy Conference

A Milk Production Conference is being held at State College on Tuesday and Wednesday, July 20-21, at which will be discussed "How to meet the emergency feed situation in producing more milk for the war emergency."

This conference will deal, primarily, with means and methods of obtaining maximum production from our dairy herds under present labor, feed and supply difficulties. The program is in direct charge of specialists at State College and will deal with pastures; silages; hay crops; the feeding of cattle under wartime conditions; breeding programs, and especially bull associations and bull clubs; the avoidance of milk losses and dairy management problems.

Participating in the program, in addition to **Dr. S. W. Fletcher**, Dean of the School of Agriculture, will be several well-known experts, including **G. W. Hedlund**, **F. V. Grau**, **S. I. Bechdel**, **J. B. R. Dickey**, **A. A. Borland**, **R. H. Olmstead**, **C. R. Gearhart**, **I. E. Parkin** and **E. L. Moffitt**, all of whom are specialists in dairying, agronomy or farm management and economics work at the college.

This conference is being held through the efforts of the Pennsylvania Association of Milk Dealers, together with the milk producer cooperative organizations of the state. Inter-State's field representatives are planning to attend the conference as a group, in order that they may better serve Inter-State members in the face of the trying conditions now confronting dairymen.

Wartime Nitrogen Short, Manure is More Valuable

Farmers, especially those in general farming, are restricted in purchases of fertilizer nitrogen. This limitation makes more important than ever fullest use of the clovers and farm manure, the two most important sources of nitrogen, we are reminded by **J. B. R. Dickey**, extension agronomist at Pennsylvania State College.

With a rotation including a good crop of clover or alfalfa on good land where at least one application of good manure is spread in four years, there is little need for fertilizer nitrogen on general farm crops, he explains. There are several ways a farmer can get the most value out of the manure used.

First, the liquid manure contains more than half of the nitrogen and four-fifths of the potash excreted by livestock. The most practical plan

of saving it is to absorb it in an ample supply of bedding.

Running straw through the ensilage cutter will more than double its ability to absorb liquid manure, reduce the amount of straw needed and double the capacity of the mow.

Second, there is much more loss of nitrogen through fermentation and volatilization as ammonia, even from cow manure spread on the land, than most farmers realize. The best remedy for this seems to be the mixing of superphosphate with the manure to reduce the bacterial action and fermentation and also for chemical combination with the ammonia and hold it in stable form, **Dickey** points out.

One and a half to two pounds of superphosphate per head each day scattered on the floor and in the gutters will prevent the loss of much nitrogen and keep down stable odors.

Third, unless a farmer has a covered barnyard or a good manure pit, the best plan is to spread the manure on the land as it is produced. If piled in the open, leaching and fermentation soon will rob the manure of much of its soluble plant food.

Dairymen's League Elects

The Dairymen's League Cooperative Association held its annual meeting in New York on June 17. The following day, at the reorganization meeting of the Board of Directors, **Fred H. Sexauer** was re-elected president for his fifteenth consecutive year.

Other officers, all of whom were re-elected, include **H. H. Rathbun**, first vice-president; **L. M. Hardin**, second vice-president; **L. A. Chapin**, treasurer, and **Ernest C. Strobeck**, secretary.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during June, 1943.

Farm Calls.....	907
Non-Farm Calls.....	270
Butterfat Tests.....	3085
Plants Investigated.....	53
Herd Samples Tested.....	372
Brom Thymol Tests.....	1346
Microscopic Tests.....	422
Membership Solicitations.....	259
New Members Signed.....	39
District Meetings.....	1
Attendance.....	5
Committee Meetings.....	6
Attendance.....	66
Other Meetings.....	6
Attendance.....	701

Many Thanks Puppet Shows Seem To Be The Thing

WE REALLY had some fun a couple of weeks ago. For years, you know, certain members of our staff have been tearing all around city and town giving puppet shows to the school kids.

After being with an organization for any length of time you get so you kind of take its activities for granted without even giving them a second thought.

We had reached this point, which meant just one thing—we were due for a refresher course in puppet watching. For anyone who has never seen a school puppet show in action, we heartily recommend one of these little side trips.

Just to see Miss Dairy Council assemble one of those collapsible puppet theatres without having any pieces left over, is a show in itself. When she first opened the cases, it looked as though some moron had torn a tractor down to the ground and then dumped all of the pieces together into one big pile.

Great guns! . . . she has the thing together already! It can't be as easy as that . . . but there it is—a theatre six feet tall, complete with stage, curtains, footlights, backdrops, and everything.

Just about this time, bells started ringing and pandemonium broke loose for several minutes while a few hundred normal, healthy youngsters gushed out of their rooms, flowed down the corridors, oozed through the assembly doors, and splashed into their seats.

It was a swell show! If you don't believe it, you should have seen the way that ocean of humanity becalmed itself from the first minute the footlights went on, and there wasn't even a ripple until it was over . . . except for well timed laughter.

Good entertainment; we were convinced of that but, after all, we're in business for reasons other than just entertainment.

What about the health message? Was it going across to the children? Were they getting our message about milk and vegetables and sunshine?

In the files at the Dairy Council office we found most of the answers—hundreds of unsolicited letters from the children, thanking us and "would we please hurry back?" Just to give you an idea of their reactions we're going to print here a few of these gems, completely unedited, just as we received them:

With this satisfying evidence, the Publicity Department will probably settle back complacently for a few more years and forget about puppet shows entirely . . . but you can be sure that the children won't forget them nor the message they bring with them. As for the seven Dairy Council Puppeteers, whose pictures appear on this page,—well,—they won't have time to forget them.

New London Ave. School
Newark, Del.

Dear Mrs. Crowley:

I am writing to tell you I appreciate the puppet show and everyone else did too. I will try to remember what little David did to make the baseball team and what his visitors told him. I liked it when little David was riding the horse instead of getting into bed. That was funny and it made me laugh. It was very nice of you to give us a treat. Miss Wells thought it was nice of you to send us the papers to make books too I forgot to thank you when you was here. Miss Wells said she showed the books to you. I'll be glad when next year comes so that you can give another show, so will Miss Wells, everyone else will too, well I must close now.

Yours truly, Claudette Bishop

CROWLEY

April 16, 1943

Dear Mrs. Durrant:

I am writing to tell you that the puppet show made me very happy it was very good and little David was like a real boy and I liked it very much. I can remember all those things that she had on the table she had a tomatoe and an egg and a glass of milk and cereal orange lettuce and carrot. Now I must close.

Yours truly, Maria Bond

Demonstration School
Glassboro, N. J.

DURRANT

Dear Miss Forman:

Oh, please come to room 203 as soon as you can because I can't live without your puppet shows each year.

Ever since the last time you came I've been drinking milk and have been eating the food that is good for me.

Your friend, Linda Nicholson

FORMAN

Robbins School
Trenton, New Jersey

Dear Mrs. Harriman:

Thank you for letting us come to see your puppet show. I liked the little old lady when she fell asleep. It was a good show and I am going to drink milk next week. I like milk and puppet shows too.

Your friend, Augusta Bivona

HARRIMAN

June 10, 1943

Dear Miss Murray:

We liked the puppet show. We like the clown when he stretched his neck. The clown did not make the king laugh. The Spanish Dancer did not make the king laugh either. We should all drink our milk or we'll lose our hair too.

Your friend, James

MURRAY

Central School
Hammononton, N. J.

Dear Miss Overbeck:

We enjoyed the puppet show. At the beginning the king said fe-fi-fu-fum. The dancer was the first one to try to make the king laugh. "Two Face" had two faces. She had a big nose on one side and on the other she had a little nose. I liked "Long Neck" the best. I liked him because he had a long neck. He had never heard of milk. Bimbo made the king laugh with Bossy's milk. Bossy had only two feet. I hope you will visit us again.

Your friend, Gladys

OVERBECK

January 8, 1943

Dear Miss Sailor:

Do you know what! I have been eating all kinds of vegetables and drinking milk. After I have been playing outside I come in with a big appetite. I drink a quart of milk every day I had better drink a quart of milk because Miss Shoemaker comes around and checks on how much milk we drink.

Will you come again and give us another play, please.

Your friend, Teddy

SAILOR

Northeastern Dairy Conference Holds Session On Critical Dairy Feed Situation

RECOGNIZING the critical feed situation existing in the northeastern section of the country, the Northeastern Dairy Conference and the Northeast Poultry Producers Council met in New York on June 29, to determine the real nature of this shortage and to outline a program of action to overcome or alleviate it.

The Statement of Policy

At the close of the session, which was attended by approximately 150 leaders of farm organizations, dairymen, poultrymen and extension specialists, a statement of policy was announced as follows:

Dairy and poultry producers are gravely concerned as to their ability to produce the amounts of these two important foods for consumers on the Atlantic Seaboard because:

1. Feed and grains are frozen near the sources of their production due to unsound pricing policies;
2. Production of feed has been so discouraged because of unsound restrictions on farm machinery and short-sighted labor policies;
3. Utter disregard of the problems of feed and food production and distribution, and a lack of policy for this entire industry.

After due consideration, your committee recommends that this conference appoint a committee to formulate an action program, within the next few days, which shall be submitted to the directors of both the Northeast Poultry Producers Council and the Northeastern Dairy Conference. This program, when finally approved by the directors of these two organizations shall be submitted to the executive committees of the National Grange, the American Farm Bureau Federation, the National Milk Producers Federation, and the National Council of Farmer Cooperatives, for immediate action.

In addition to the statement of policy, the conference also went on record as "unanimously opposed to subsidies in lieu of fair prices for food products."

This statement was prepared following reports by J. A. McConnell, chairman of the National Feed Industry Council; Quentin Reynolds, general manager of the Eastern States Farmers Exchange, and R. N. Benjamin, executive secretary

of the Pennsylvania Farm Bureau Federation. The speakers were quite unanimous in their opinion that changes would be required in current policy regarding the feed situation, in order to assure northeastern dairymen and poultrymen getting their equitable share of the available supplies.

In his talk, McConnell termed food the "No. 1 civilian problem" and said that the Northeastern states represented at today's meeting are being called on to feed 40,000,000 consumers. "Putting it another way," he added, "the average farm here in the Northeast is now called on to feed at least 25 people and when one of these farms shuts down, because of lack of feed or any other supplies, the food stream for 25 people dries up, and attempts must be made to bring food in from the outside."

Livestock Liquidation Forecast

McConnell said that the feed shortage is now drastic in the Northeast and said heavy national liquidation of livestock and poultry would have to come. He said the logical order of such liquidation would be hogs first, then poultry, beef cattle, dairy calves and heifers and then dairy cows last.

"It is now apparent," McConnell said, "that our livestock and poultry production is gaited at a rate that will use up all the carry-over grain from former crops, all of the grain that can be raised this year, plus all of the grains which we can import from other countries, and still be far short of meeting the feed requirements of our livestock."

He said that "if all the feed grain available were allotted to livestock first—on the basis of their needs—it would leave nothing for industrial use," adding that "boats and boxcars just are not available, to bring feed ingredients from other countries."

It was brought out in the discussions that rationing of feed, both by Government and by the entire feed trade has been going on at an increasing rate for many months. The Government has by one means and another, taken possession of large stocks of feed grains and soybean meal and doled it out here and there to prevent serious regional killing of livestock and poultry and the shutting down of industries depending on corn.

Since January of this year most feed manufacturers and producers of feed ingredients have been com-

pelled, because of inability to get grain, to ration country dealers on the basis of the tonnage they took out in corresponding months of 1941 or 1942.

By-Product Feeds Scarce

The shortage of high protein feeds is made more serious by the lack of such by-products as meat scraps, bone meal, fish meal, peanut meal and gluten feed. The possibility of obtaining supplies of certain by-product feeds from South America is limited by the lack of shipping space. The direct consumption by humans of high protein ingredients ordinarily used in livestock feeds is a further important factor contributing to the shortage. And in addition, difficulties have been experienced in getting a program started for manufacturing riboflavin and phosphorous needed to replace these by-product sources of animal feed.

The large surpluses of wheat, here and in Canada, are considered by some as a way out, but it must be remembered that these surpluses are large only in terms of flour needs. In terms of feed required by our livestock population, they are pitifully small and in view of the demand for human food in the world, it is a grave question as to whether or not they should be used, even in the present emergency, to sustain our unwieldy livestock population for a few more months.

She: "I was just reading that statistics prove that school teachers make the best wives. I wonder why that is."

He: "Probably because they have learned to ask questions, and keep quiet long enough to hear the answer."

If somebody else is doing your thinking, you are probably doing somebody else's work.



"Honest, Charlie, does a cow hafta eat milk-weed ta produce milk?"
"Well, almost, these times!"

Boys in Indian Jungle "Go" for Ice Cream

If the jungle won't go to civilization, civilization comes to the jungle. This time it was James H. Register, Assistant Field Director of the American Red Cross under a load of 250 quarts of tongue-tickling ice cream. And did the boys love it! They sat amid the torrid jungle heat of India and lapped it up. But the boys tell their own story best judging by this excerpt from their army post paper—the Bull Sheet:

"There wasn't any question as to who the most popular man was in the downtown streets of Bulltown last Saturday. Jim Register of the American Red Cross was acclaimed the winner when the gang discovered that he had brought back 250 quarts of delicious, delectable chocolate and rainbow ice cream from the Big Town where he had disappeared for a couple of days on business.

G. I.'s and officers alike sat down in the heat of a torrid India sun, tore open their quart carton and with a detached air of thorough satisfaction, let spoonful after spoonful of the frozen confection slip down through the open chasm of their wide open faces. A beautiful sight that brought back memories of warm evenings in front of corner drugstores when ice cream and cokes were the worst vices a guy could have."

Farmers Warned to Avoid Unreasonable Land Values

Land values can be kept steady during this war if the lessons of the boom after the first World War—and the hard times for farmers that followed when the bottom dropped out—are not forgotten, says Kenneth Hood, extension agricultural economist at Pennsylvania State College.

"It has taken nearly a quarter of a century for us to get over the upsurge in land prices that went with the big prices for farm products brought by World War I," he states.

"We can see now that the boom was unjustified when it pulled the price of a farm so high that the earnings could not pay off the cost of the farm over a long period. The results of such a situation are too well remembered by many farmers, who suffered foreclosures, reduced living standards, and deterioration of their land, buildings, and equipment."

Hood warns it is possible that some farmers might be taken off guard by present trends and be tempted to disregard the dangers of a general scramble for land, with skyrocketing prices.

"Although farm real estate market conditions appear to be in a sounder position now than at any time since before the last war," he states, "we need to emphasize the long-run earning power of the land, to avoid over-emphasizing current returns. Land must be paid for out of income 10 to 20 years from now, as well as this year."

"Steady land values are essential to farm security, and for this reason farm people have a personal stake in the Government's efforts to insure such stability—efforts including such activities as inflation and price control measures and support of sound credit policies. Individually, farmers can contribute greatly to the stability program by using their higher incomes to pay off debts and to buy war bonds."



Roland Shufelt was four years old the day this picture was taken. He is riding his pet pony, Maude, and standing by is Maude's six-week-old foal.

Pittsburgh Producers Re-Elect Five Directors

The Dairymen's Cooperative Sales Association held its annual election of directors in June, with the reelection of E. F. Noble, J. W. Boyce, N. E. Sampson, S. A. Showers and Russell Barrett to the board of directors. These elections were held in the respective districts on June 12 and followed the annual meetings of all the locals of the Dairymen's Cooperative Sales Association.

The DCS, as the milk marketing cooperative in Pittsburgh is known, held the annual meeting of its Advisory Council, which corresponds to Inter-State's annual delegate meeting, at New Castle, Pa., on May 28. On this occasion reports were heard from Secretary-Manager H. B. Steele, President W. W. Bullard and others.

Parson (preaching in asylum chapel): "Now, there is one vital question we must all ask ourselves: 'Why are we all here?'"
Voice from the back: "Because we're not all there."

You won't hurt a smile by cracking one.

Davis Succeeded by Jones As Food Administrator

National food policies as they affect production, distribution and prices are still confused. This is a result of different approaches to the problem by various interested groups, especially within the Federal Government.

It was generally recognized that Secretary of Agriculture Claude R. Wickard, while also serving as Food Administrator, was handicapped by not having sufficient authority over some of the policies directly affecting food production and distribution.

With the appointment of Chester C. Davis as Food Administrator in March, hopes for the development of an effective and practical program were greatly stimulated. Administrator Davis was insistent, however, that it was then too late to develop and put into effect any plans which would materially stimulate 1943 production. He concentrated his efforts on developing plans for 1944, including the handling of manpower, machinery, supplies and price problems.

Davis had the confidence of farm organizations and of Congress. In fact, in mid-June a concerted move was being made to place under Davis all responsibilities and the accompanying authority necessary to carry out a comprehensive food production and distribution program.

This was stopped, however, when Davis' resignation was accepted by the President on June 28, having been submitted on June 16. In his letter of resignation Davis stated that he was not able to carry out an effective food program since the authority "was being exercised elsewhere."

Judge Marvin Jones was promptly appointed and sworn in as Food Administrator. He had been in active charge of the United Nations food conference, held several weeks earlier, and was chief advisor to James F. Byrnes when Byrnes was Director of Economic Stabilization. He also is a member of the staff of the recently conceived Office of War Management. In addition, Jones had for several years been Chairman of the House Committee on Agriculture, and in that capacity had been instrumental in formulating and securing passage of many legislative acts concerning agriculture.

It is quite evident that Judge Jones will work harmoniously with the Administration's food policies. In accepting the post he assured the public that he would be a "good soldier" and that he would use every effort to secure team work in the administration of his office.

Food Situation Acute, Farm Groups Demand Action

THE FOOD situation in Pennsylvania was described as critical and serious at a joint meeting of the Pennsylvania Council of Farm Organizations and the Pennsylvania Association of Cooperative Organizations. The agricultural leaders of the Commonwealth who attended this meeting at Harrisburg on June 29 felt that a rather drastic change is needed in our national food policies if we are to obtain foods in sufficient quantities for our domestic needs, the armed forces and lend-lease commitments. It was also the consensus that many of the present policies are handicapping the free movement of available foods to market, thus causing regional or temporary shortages.

Ceilings a Deterrent

The conference felt that price ceilings, as now established and enforced, are serving as a deterrent to production, and that they are placing additional hardship on producers.

On the subject of inflation, it was asserted that rising prices are the result and not the cause of inflation. It was added, further, that supplies of food which will approximate or exceed demand will defeat inflation. The conference was of the opinion, also, that many governmental policies are in themselves inflationary, citing as examples the rapidly expanding debt burden, the tremendous sum of money in circulation, the increases of wages and the diminishing supply of consumer goods.

These two farm groups went on record as opposed to any form of subsidy in lieu of fair prices for food, describing such subsidies as fundamentally unsound. Subsidies were described as providing an unequal decrease in price of foods to consumers, of shifting the burden of paying a part of the cost of food from consumers to the tax-paying public, an indirect increase in wages with no corresponding benefit to farmers and, among other points, direct losses to many producers and increased government expense with additional government employees to carry out subsidy programs.

Ask Cost of Production

The conference also called upon the Pennsylvania Milk Control Commission to eliminate inequities in prices to producers and to fulfill that provision of the law which requires that the return to producers "shall not be less than the cost of

production and a reasonable profit."

The recommendations of the conference were as follows:

The Recommendations

1. That price ceilings on food be immediately eliminated.
2. That a new system of rationing through normal channels of trade be instituted.
3. That subsidies and rollbacks as applied to food be immediately abandoned.
4. That adequate supplies of machinery, repairs, gasoline, and fertilizer be made available to farmers.
5. That experienced farm help now in the Army and Navy be made available, as far as possible, for the harvesting of crops this fall and for the planting and harvesting season of 1944.

Research Shows Superior Value Of Home-Grown Replacements

A VALUABLE piece of research has recently been completed and the results published by the University of Maryland Agricultural Experiment Station, covering the considerations in raising and buying dairy herd replacements. The title of this bulletin, No. A17, is "Cost And Advisability of Raising Dairy Heifers," and the research work was done by Arthur M. Ahalt and A. B. Hamilton.

The study was based on records taken on 200 farms in four of Maryland's leading dairy counties, namely, Frederick, Carroll, Harford and Montgomery. Most of the study was based upon 1939 figures but it is believed that, for the most part, the relative results obtained in that year's study would apply to other periods. It was found that the cost of raising heifers until they enter production ranges between \$51.00 and \$146.00, with an average cost of \$87.75.

The recommendations resulting from this study are included in the bulletin and are as follows:

To increase the value of home-grown replacements:

1. More attention should be given to the selection of herd sires.
 - a. They should be both purebred and from high producing ancestry.
 - b. Bulls of proven value should be purchased for herd sires

6. That so-called "social" experimentation at the expense of agriculture be discontinued.

7. That all regulatory powers of agriculture be centralized in one authority at Washington.

8. That the many useless and complicated forms of requests and reports, now required from farmers, be discontinued.

9. That the Commonwealth of Pennsylvania make every effort to assure to farmers the cost of production of milk plus a reasonable return.

Resolution Sent Officials

A resolution setting forth these recommendations was adopted, with copies going to each U. S. Senator and member of Congress from Pennsylvania; **Secretary of Agriculture Claude E. Wickard**; **Price Administrator Prentice M. Brown**, **War Mobilization Director James F. Byrnes** and to the Governor of Pennsylvania and the Pennsylvania Milk Control Commission.

whenever possible.

2. Production records should be kept on the herd, and heifers for replacement should be selected only from high producing cows.

3. Sales of female animals from the herd should be made of only the lowest producing cows or the heifers from the lowest producing dams.

To lower the cost of producing heifers:

1. Breed heifers to freshen as young as their maturity and breed will permit. Considering all factors, the best freshening age is probably from 24 to 27 months.

2. Provide sanitary living quarters and use sanitary measures in feeding to prevent losses by death and slow growth.

3. Avoid waste feeding by more care in handling, by constructing feed boxes and racks to prevent heifers from wasting feed, and by keeping rodents and other pests from the feed.

4. Start feeding heifers dry roughages as early as possible. Feed all the high quality roughages they will eat, using concentrates as a supplement to keep them in good condition.

5. Feed mostly home-grown concentrates, supplemented with only enough purchased concentrates to balance the ration.

BUY STAMPS AND BONDS

Oleo "Point" Value Cut to Half that of Butter

The American consumers have given their collective opinion of oleomargarine. In spite of the cards being stacked so as to encourage the purchase of oleo—five red points per pound as compared with eight for butter—this fat moved so slowly in the channels of trade that OPA deemed it necessary or wise to reduce the point value from five to four, effective July 4. This happened in spite of its having the legal right to use artificial flavoring, preservative and color and to its also being packaged to resemble butter.

Incidentally, this change was made when the agricultural industry had its attention focused on the subsidy fight. Whether that particular time for this change just happened, or was made to happen, we don't know.

Jersey Producers Wait for Overdue Increase

New Jersey is still operating under a price order based upon a hearing which was held before Pearl Harbor. As stated in the June issue of the Review, the present \$3.60 price for 3.5 percent milk became effective February 5, 1942, having been based upon a hearing held November 28, 1941.

Frequent efforts by Director of Milk Control Arthur F. Foran, to increase this price, have been nullified by one means or another. A price order, which was to have become effective on June 1, based on the hearing held December 28, 1942, was withdrawn upon threatened court action by milk dealers. Another hearing was held on June 2, 1943, and as yet no new order raising producer prices has been forthcoming.

OPA has issued an order permitting a \$.23 increase in the maximum price paid producers in New Jersey but has taken no action regarding the resale price of milk.

New Jersey is a deficit milk producing area. Production costs generally run high. Being a highly industrialized state, labor is scarce and farm wages are high. A substantial part of the feed must be imported. Dairy herds are maintained largely through purchased replacements, the price of such cows competing directly with high priced beef.

All these add up to greatly accelerated costs. It is obvious that action must be taken, and soon, if production is not to be seriously cut. The expected milk shortages will be made worse if farmers cannot afford to maintain their production—and this will likely mean rationing,

either of the kind ordered by the government, or that instituted voluntarily by the industry in order to make limited supplies cover the market.

New Jersey is not the only area suffering from too low a level of producer prices—that situation is quite general over most of the country—but the situation there happens to be worse than in most places, therefore the need for action is, possibly, more urgent.

Legume Hay Reduces Need for High Protein Feed

"If the dairyman has any good legume hay, or can buy some, now is the time to feed it," says "Uncle Jerry" Conover, extension dairyman at the University of Maryland. This advice is especially timely in the face of the shortage of protein feeds.

Going one step farther, if a dairyman is in position to grow legume hay next summer, now is the time to make plans to do it. This may mean soybean- or cowpea hay for next winter's feeding, but sometimes it is possible to get some clover or alfalfa in the Fall from the previous Spring's seeding.

The dairyman who has consistently planned his cropping system so as to grow an abundance of legume hay is in far better position to meet the critical dairy feed situation caused by the protein shortage than is the man who depends on buying his feed.

"My memory is excellent," said Smith, "but there are three things I never remember; I can't remember names, I can't remember faces, and I can't remember—I forget what the third thing was."

EVERY FARMER'S A SCRAPPER

... AND EVERY FARM IS AN IRON MINE!

Chances are your barnyard is an ammunition dump in disguise. It certainly is, if you've taken only a quick look around and turned in for salvage a few pieces of busted junk you'd been intending to sell anyway.

But how about the old machinery that has been stored away in that corner behind the barn? That old hand corn-sheller will make three one-inch shells. What of the worn out disc? It has enough steel for 210 semi-automatic carbines. And that old battered shovel... even it will help make four hand grenades! Get the scrap habit! On rainy days when you can't farm, organize a scrap commando corps among the kids and the women-folk. Tell them to look in the tall grass beside the fences... in roadside ditches... orchards... creekbeds... woods... gullies... and wherever else pieces of broken equipment may have been discarded. One farmer who had been over his place three times found 6,000 pounds the fourth time around!

Scrap dealers near your farm will buy your scrap at established, government controlled

"The man who gives in when he is wrong," said the speaker, "is wise, but the man who gives in when he is right is—"

"Married," said a weak voice from the audience.

Milk must not be wasted!



B-K Chlorine Bactericide helps reduce waste of milk, by helping to keep bacteria count low. Use B-K today... and every day... for dairy sanitation.

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prices. Local rationing boards have been very cooperative in allowing extra gasoline for moving scrap. Getting the scrap to market is no problem. But digging it out is the big job... and it's right in your lap. Get started now... today!

Here's How to Turn In Your Scrap
FIRST pile up every piece of scrap metal on your place.
NEXT sell it to a junk dealer. If you can't find one who will come and get it, call your Local Salvage Committee, County Agent, or your implement dealer, or your nearest newspaper. And by all means donate your scrap free if you want.
FREE—Send for these booklets, "Scrap and How to Collect It," and "National Scrap Harvest."

FARM PRESS SCRAP COMMITTEE
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Milk Flow Hits Peak in June

Expected Soon to Fall Sharply Below Last Year

MILK PRODUCTION in the Philadelphia area, as measured by the average delivery per producer per day, was higher throughout June this year than it was during June, 1942. The USDA report covering 5000 herds showed an average daily delivery of 351 pounds during the first week in June—8 pounds over the corresponding week last year. The margin over last year widened to 11 pounds during the second week and to 20 pounds during the third week. Production the last week in June averaged 334 pounds per day—12 pounds over the similar week last year.

This unusually high level of production, however, is not at all a safe indicator of continued high production. It must be remembered that from late November, 1942, to May, 1943, production was less than it was a year earlier. Other year-to-year comparisons on production are not wholly complete because of the lack of full data for the earlier period. The Federal Market Administrator's reports show, however, that total deliveries during April, 1943, were slightly less than during April, 1942. It is also known that the total receipts of 13 Philadelphia handlers during the four months November, 1942, to February, 1943, were approximately 4.5 per cent less than during the corresponding 1941-42 period.

The critical feed situation discussed elsewhere in this issue of the Review, combined with the general slowing up of production indicated by the above facts, indicate that the recent extreme flush of milk will very likely lead to an extreme decline later in the season. It would appear that any prediction of increased production per herd next fall over last fall would be somewhat optimistic. Total U. S. milk production during May was estimated to be about two percent under May last year.

Increased fluid milk consumption, induced by such factors as extreme hot weather in June, by the shortage of soft drinks, and by the use of milk in meat substitutes, was noted during May and June. Class I sales in May were up 11 per cent over May last year. June sales continued on such a high level that a temporary milk shortage developed in the market during the last week in June and the first two or three days in July. Another factor, however, in this temporary situation was the effect of the prohibition by the

Office of Defense Transportation of wholesale deliveries of milk on Sunday. Consequently, week-end supplies have to be built up in advance.

The butter situation during the past month has been marked by some unusually interesting developments. Official reports confirm the popular impression that butter for civilian use has been distinctly below requirements. Strangely, there probably never has been so much butter in storage at this time of year as there is at present.

June 1 storage stocks of butter amounted to 82.7 million pounds; 17.9 million pounds higher than a year ago and 25.3 million pounds more than the five-year average for that date. On June 26 there were 118 million pounds in storage in 35 markets, compared with 93.3 million pounds a year earlier and a five-year average of 89.2 million pounds. Moreover, according to the USDA's Domestic Dairy Markets Review, the storage figures do not include considerable quantities of butter purchased by Army and Navy procurement centers. According to the Producers' Price Current, the total butter in storage including these purchases on July 1 must have exceeded 150,000,000 pounds. This would be an all-time high for that date.

Large Government purchases of butter were brought about by the 5-cent rollback in the butter price and the Congressional battle over subsidies, but the release of more adequate supplies for civilian use was expected to follow the settlement of this issue by the Presidential veto of the ban on subsidies.

Butter production from January through May, 1943, was 725,670,000 pounds, a decrease of one-tenth of one percent compared with the same five months last year. The seasonal decline of butter production set in during the week ending June 26, when nation-wide production went one percent under the same week a year ago. Butter production in Wisconsin during that week was down 10 percent from a year earlier. Increases occurred only in the South Atlantic and South Central states.

Production of American cheese during the first five months of 1943 was estimated at 305,825,000 pounds which was 25 percent less than during the January to May, 1942, period. Storage holdings in 35

markets on June 26 amounted to 70.1 million pounds. Last year on that date there were 152.8 million pounds, and the five-year average was 89.2 million pounds.

Evaporated milk production for the first five months of 1943 likewise was 25 percent under last year. But May production showed a smaller decline than had occurred in March and April. A similar situation exists in the production of dry skim milk for human consumption, where a decline of 18 percent occurred in January to May this year, as compared with January to May, 1942.

Milk prices have made few changes recently, either to producers or to consumers. A producer price increase of 34 cents per hundred-weight of Class I milk was approved by OPA for Norfolk, Va., effective, June 11. No change in retail prices occurred. The Class I price in Baltimore went up from \$3.50 to \$3.85 for 3.5 milk, with the aid of a 35-cent Federal subsidy.

Retail and wholesale prices of milk in Boston were subjected to a half-cent per quart roll-back by OPA, effective May 15. Prices on retail routes were reduced from 16 cents to 15½ cents per quart.

Supplies of cream in the Philadelphia market were reported by the Food Distribution Administration to be scarcely adequate to meet demand. Cream prices showed an upward trend with a consequent boost in the Philadelphia Class II price from \$3.004 in May to \$3.069 in June. Prices of cream approved for Pennsylvania, Newark, and Lower Merion Township were reported at \$24.25 to \$24.50 per 40-quart can of 40 percent cream, and cream with Pennsylvania approval only was quoted at \$23.50 to \$24.00 per can during the week ending July 10.

Two old maids were discussing men. Asked one: "Which would you desire most in a husband—brains, wealth, or appearance?" "Appearance," replied the other, "and the sooner, the better."

To his Negro company of infantry in camp a black first sergeant spoke dire words: "From now on when Ah blows dis yere whistle, Ah wants to see a huge impenetrable cloud of dust boilin' outa dem tents. An' when 'at dust clears away, Ah wants to find two rows of statues."

Don't Include Hardware in Dairy Cow's Ration

Although dairy cattle require a trace of iron in their ration for proper nutrition, this element should never be provided in the form of baling wire, nails, bolts or other hardware.

On all too many farms, however, these materials do become a part of the cow's ration and the direct cause of so-called foreign body pneumonia, which annually causes huge losses among cattle.

Symptoms of this ailment are, first a sudden loss of flesh and appetite, followed by swellings along the chest, brisket and neck of the afflicted animal.

"Make sure," Dr. George E. Taylor, Extension Service dairy specialist at Rutgers University, advises, "that nails and small pieces of wire don't get mixed with hay, grain or silage. Wire used for baling hay and straw should be cut with pliers, not with an axe, and carefully discarded. Precautions also should be taken to guard against getting wire and other forms of metal incorporated in silage at silo filling time."

Culling Out Poor Cows Helps Solve Feed Shortage

Many dairymen in certain sections of Pennsylvania are facing a feed shortage because of the extremely dry summer, reports R. H. Olmstead, professor of dairying at Pennsylvania State College. The problem is to make feed go as far as possible without sacrificing too much in milk production per cow.

To meet this situation, he suggests taking an inventory of the amount of feed available and estimating how many cattle it will carry through the winter. "It is better to feed a few cows well than to keep more on short rations," he says. "Now is the time to cull unprofitable or old cows, since beef prices for cows are reasonably good."

If pasture and hay are scarce, it may be advisable to feed more grain during late summer and fall, believes Professor Olmstead. Where hay or left-over silage is available now is a good time to use it to help out the pasture shortage.

"The dairyman who is short of hay but has plenty of corn might well plan to put up extra silage," he suggests. "A temporary silo may be necessary. By feeding more silage and less hay he may be able to get through the winter without buying roughage. Although this is not as good as feeding the regular amounts, it will help carry cows through a winter in an emergency."

A cow that becomes thin and low

in production because of poor feeding drains her body of certain nutrients from which it takes a long time to recover. Rigid culling and better feeding of remaining stock is suggested. According to Professor Olmstead, the feed cost of producing milk may be high this fall and winter. In the long run, however, the dairyman will be ahead by feeding his best cows well.

Lincoln's Views on the "Fruits of Labor"

Abraham Lincoln gave full credit to the enterprise of those who acquired property, saying that:

"Property is the fruit of labor; property is desirable, is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement to industry and enterprise. . . . Let not him who is houseless pull down the house of another but let him labor diligently to build one for himself, thus by example assuring that his own shall be safe from violence. . . . I take it that it is best for all to leave each man free to acquire property as fast as he can. Some will get wealthy. I don't believe in a law to prevent a man from getting rich; it would do more harm than good."

"When were you born?" asked the sergeant of the recruit.

"December, 1917," replied the man.

"Ah," mused the sergeant, "I well recall that winter. It was bitterly cold."

"I'll say it was cold," said the recruit. "I was brought by a penguin. The stork couldn't make it."

Buy War Bonds and Stamps

Truant Officer Samuel F. Bates Watertown, N. Y., found a stray cow in his yard, milked it and went to get the animal some water.

When he returned to the barn, the cow had drunk the six quarts of milk.—*New York Sun*.

He was going through Main street and stopped at the traffic officer's signal. Another car tried to pass and bumped him. The traffic officer called him down.

"My goodness," said the tourist, "do you mean to tell me that I was to blame?"

"You certainly were," said the cop.

"Why?"

"Because the other man is a city trustee, his father is mayor, his brother is chief of police, and I go with his sister!"



DON'T GAMELE WITH HOT WATER

MAKE SURE YOUR MILK IS SAFE BY DISINFECTING UTENSILS WITH **DIVERSOL**

Scalding water, as usually applied, simply will not sterilize dairy equipment. Laboratory tests have proven this time and again. To kill milk-spilling bacteria the temperature must exceed 180° F., with time of contact 3-5 minutes. These conditions are difficult to meet on the farm. Play safe . . . protect your milk with DIVERSOL. Works in cold or hot water . . . the only quick-acting disinfectant that won't rust utensils. Approved by Health Authorities . . . used by leading dairy plants. Order from your hauler—The Diversey Corporation, Chicago, Ill.

CLEAN UTENSILS FIRST WITH **DUMORE**

CASH PRIZES

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REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

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1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Inter-State's Distinguished British Visitors

(Continued from page 1)

E. Watson Jones is a large farm operator, now operating eight farms totalling 2,500 acres. In addition, he is serving on numerous agricultural committees dealing with war problems in his part of England.

James A. Scott Watson is now regularly stationed in this country as Agricultural Attache of the British Embassy in Washington, D. C. He was the guest speaker at the Inter-State annual banquet last November.

This distinguished delegation made their first direct contact with American farming as guests of Inter-State. They arrived in Philadelphia on June 16 and the next day visited the farm and Agricultural Experiment Station at State College. While there the men attended the Thursday and Friday evening programs then being held at the college on Wartime Problems of Agriculture, appearing on the program at the Friday session.

On June 18 they visited several outstanding farms in Center and Blair counties and on the following day others in Perry, Cumberland, York and Chester counties.

Monday, June 21, following a short visit to Inter-State's offices, was spent in Lancaster county, after which the delegation went to Ithaca, N. Y., then to Chicago. From there the individuals are following separate routes over the country. It is expected they will return to the British Isles late in August.

Special mention is due F. F. Lininger, Vice-Dean of the School of Agriculture; Earle L. Moffitt, Professor of Farm Management Extension at State College; and John Vandervort, Professor of Poultry Husbandry Extension at the college, for their excellent work in planning farm visits while in Pennsylvania.

County agents E. G. Hamill, of Blair county; L. F. Rothrock, Perry county; W. Irvin Galt, Cumberland county; George Weber, York county; J. S. Oberle, Chester county and F. S. Bucher of Lancaster county did an excellent job in developing itineraries and selecting farms in their respective counties for the British agriculturists to visit.

One of their primary interests was the use of labor saving equipment on the farms, manpower being an even more serious problem in England than in this country, and every effort is being made there to get the maximum production per man from their available acres and equipment.

Yes...you can still get GULF LIVESTOCK SPRAY!

★ Due to wartime restrictions, the formula of Gulf Livestock Spray has been changed. But the new formula kills stable flies, sand flies, horn flies, buffalo gnats, and mosquitoes as effectively as the prewar Spray. It repels these insects, too.

We recommend wartime Gulf Livestock Spray with this one caution:

It is not as free from taste and odor as formerly and should not be allowed to come in contact with the milk and milking utensils. Reasonable care should be used when spraying Gulf Livestock Spray at milking time.

Wartime Gulf Livestock Spray contains the best ingredients now obtainable and, as always, is sold on a MONEY-BACK GUARANTEE.

Frequent shipments are being made to retailers, so if you cannot get Gulf Livestock Spray immediately, leave your order with your dealer for early filling.

FOOD PRODUCTION ORDER 11, issued May 1 by the War Food Administrator, limits the use of pyrethrum-containing livestock and household sprays used in agriculture, to dairy barns, milk houses and milk processing plants. With every purchase of more than a quart of any pyrethrum-containing insecticide, a statement must be signed certifying that the intended use complies with this order.

NO INCREASE IN PRICES

1-Gal. Containers . . \$1.19
2-Gallon Cans* . . \$1.93
5-Gal. Usable Pails* . \$4.75

*While Stocks of these sized containers remain available.



GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf Stations.

★ Buy an extra War Bond this month ★

Food production is the first job of American farmers. Fulfilling this assignment may mean sacrifices, but they will be very small as compared with those made by the boys who are not coming back. Food will help win the war.

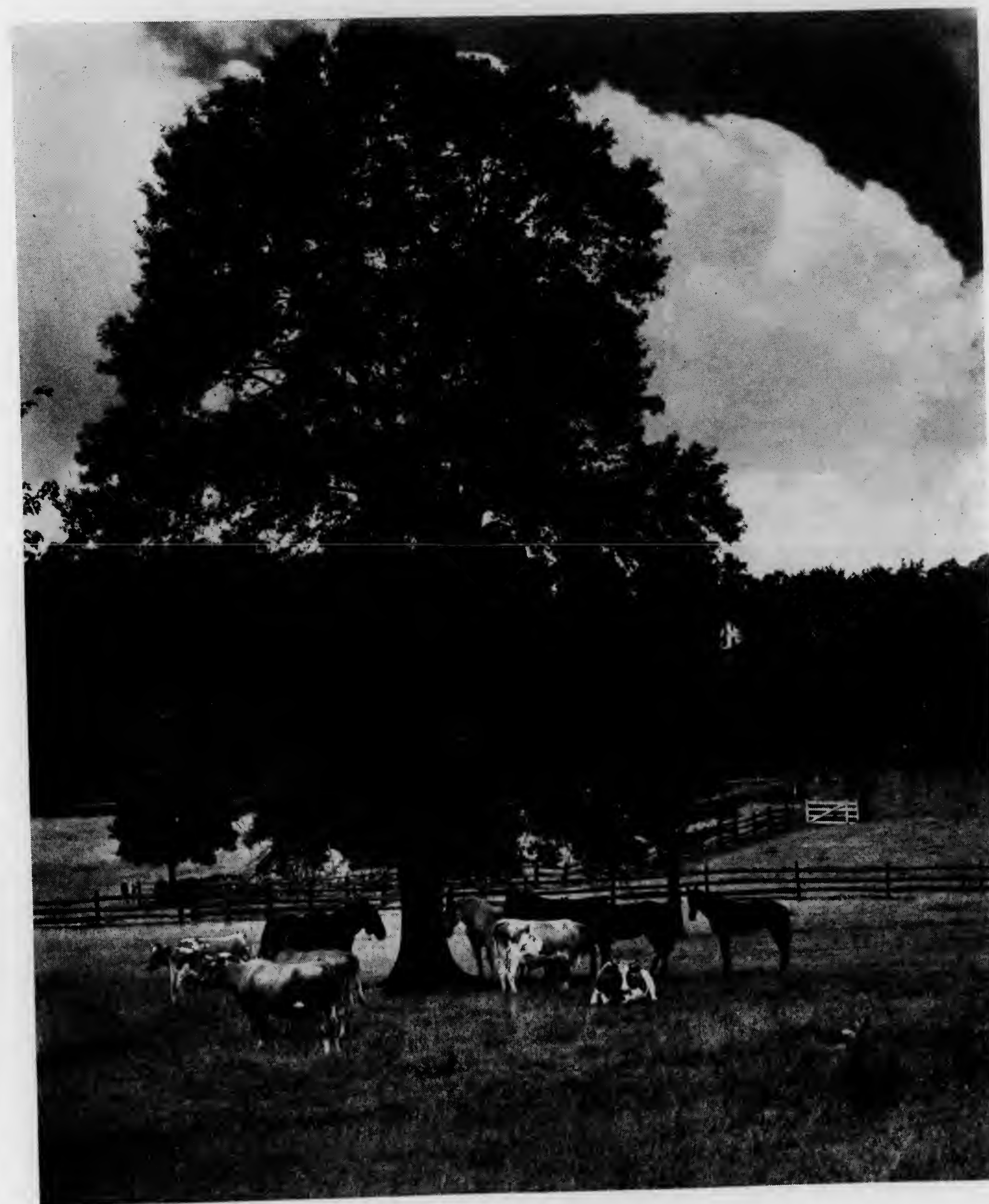
INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRO

Vol. XXIV

Philadelphia 8, Pa., August, 1943

No. 4



Under the Oak Tree

Make Best of Feed Supply, Dairy Specialists Give Pointers

THE feed situation facing dairymen during the next year or two is serious. Dairy specialists in our agricultural colleges have given this a lot of attention, not only as it affects our immediate problem but as it affects next winter's results and the feeding program throughout 1944.

In this connection, **R. H. Olmstead**, dairy extension specialist at Pennsylvania State College, recommends the feeding of dry hay or silage if available, in order to supplement short pastures, and urges doing this if grain feed is hard to obtain. He also suggests green feeds such as soy beans, green corn or sudan grass, stating that they may be used with good results.

Another possibility, if the hay is not needed for next year, is the careful pasturing of second crop clover or third crop alfalfa.

Another suggestion comes from **H. R. Cox**, extension agronomist at Rutgers University, who states that winter barley sown in late August or early September and wheat or rye sown in late September will give pasture this fall as well as next spring, thus helping relieve the feed shortage. Care must be used in pasturing rye, as it frequently causes off-flavor in milk. These grains may be mixed if used only for pasture.

Professor Olmstead has other suggestions to offer to the dairyman who can not get corn for feeding. He states that corn, barley, wheat and rye are practically equal in feeding value but cautions that wheat and rye should be limited in the proportion used in the mixture, with not more than 500 to 600 pounds of wheat or 400 pounds of rye per ton. Barley may be used in the same amounts as corn.

Other home-grown feeds that may be used, if available, are buckwheat in place of corn, up to 400 or 500 pounds per ton, and oats is an excellent feed in any ration for milking cows, dry cows or heifers. Home-grown grains should be ground medium, except oats will also give good results if coarsely ground.

Another suggestion of Professor Olmstead is reducing the amounts of grain fed cows and increasing the amounts of roughage accordingly if the roughage is of high quality. He also suggests that cows of high testing breeds producing less than 15 to 20 pounds of milk a day and of low testing breeds giving less than 20 to 25 pounds of milk a day will need little or no grain during the

summer while on good pasture. He adds that high producing cows will need grain in addition to pasture, hay and silage, but the amount of grain to feed will depend upon the roughage available and its quality.

The extra roughage which has been available, as a result of the abundant hay crops in New Jersey, can be used to good advantage in the dairy ration, says **Dr. Geo. E. Taylor**, extension dairyman at Rutgers University. He says, "The fullest grain saving benefit of roughage feeding results when animals

are made to consume all the roughage they will eat."

He recommends feeding smaller amounts at each feeding but giving the cows hay three to five times a day, this resulting in eating more hay, more complete usage of it and less waste. He suggests, also, that where different varieties of hay are available a change every ten days to two weeks is advisable.

Dr. Taylor has recently prepared a bulletin, which is free to all New Jersey dairymen upon request, entitled "Meeting the Dairy Feed Emergency." It contains useful information not only on the feeding of dairy cows but on crop management programs which will help produce an abundance of suitable home-grown feeds.

Harvest Own Clover Seed

Advice from both Pennsylvania State College and the Crops department of Rutgers University suggests that farmers take precautions now to assure supplies of clover and alfalfa seed for 1944. They suggest that, if possible, farmers save their own seed.

In this connection, **J. B. R. Dickey**, in charge of agronomy extension for Pennsylvania State College, warns against most imported seeds, and especially Argentine seed which does not have the hardness required for this climate. In addition, he says, American farmers are expected, if possible, to export clover and alfalfa seed to England and Russia.

Dickey states that red clover seed may be profitably produced any place in Pennsylvania if there is a good second crop, sunny weather when it is in bloom and not too much rain during harvest. One bushel of seed per acre will justify the effort and yields of two to three bushels are not unusual.

C. S. Garrison, assistant extension agronomist at Rutgers University, says that alfalfa may be cut for seed with a mower after two-thirds or more of the seed pods have turned brown. Clover should be mowed when the greatest number of seed heads are brown and before the seeds start to shatter. He suggests mowing when the plants are slightly damp with dew, then windrow immediately.

A combine may then be used for the thrashing and if the crop is hauled to the combine the straw may be run through a second time if it still contains some seed.

The combine may be used directly for harvesting, says Dickey, but in that case the crop must be ripe

and dry when the combine operation is carried out.

In emergencies, where the crop is needed for hay, it can be cut late for hay and seed obtained, although the resulting straw is somewhat inferior to hay cut at the proper stage.

Changes In Farm Income Show a Varied Pattern

The U. S. Bureau of Agricultural Economics has issued in its "Farm Income Situation" for June, 1943, some interesting figures about the cash income from farm marketings this year compared with last.

Especially interesting to us in this section of the country is the fact that most other sections have enjoyed a somewhat larger increase in their farm cash income during the period January-April, 1943, compared with January-April, 1942. The total farm cash income in the U. S. increased 35 percent, whereas in the North Atlantic states, the increase was 22 percent.

Among the states comprising the Philadelphia milk shed, Delaware and Maryland ranked rather well, Delaware having enjoyed an increase in its cash farm income of 67 percent and Maryland a fraction over the national average of 35 percent. On the other hand, the increase in New Jersey was 19.6 percent and in Pennsylvania, 22.3 percent.

It is entirely possible that the relatively small increase in the price of milk has something to do with this small increase in Pennsylvania and New Jersey as compared with many of the other states.

(Please turn to page 15)

Inter-State Requests Hearings To Consider Price Increases to Producers

AN INCREASE in the Class I price to milk producers is clearly in order. This need has been becoming more and more apparent for some time, and, with the approach of fall with accompanying higher production costs, these increases are imperative if production is to be maintained at satisfactory levels as compared with demand.

In confirming this opinion, Inter-State has made a survey of the conditions over the Philadelphia milk shed, the results of which bear out definitely the need for the increase. The Food Distribution Administration at Washington, the Pennsylvania Milk Control Commission and the New Jersey Board of Milk Control all appear cognizant of the need for an increase.

When this information was presented to Inter-State's Board of Directors at their meeting on July 28, a resolution was promptly approved asking that the management proceed at once with the filing of requests for the holding of hearings for the consideration of increased returns to milk producers. Letters to that effect were sent promptly to the Food Distribution Administration at Washington and to the Pennsylvania Milk Control Commission at Harrisburg. In addition, Inter-State has been active in New Jersey in efforts to raise the price of milk in that state, giving Director of Milk Control **Arthur F. Foran** every assistance.

Briefs Being Prepared

Inter-State is preparing briefs for presentation at hearings as they may be called. These include hearings to be held at Hollidaysburg on August 18 and at Harrisburg the next day, at both of which will be considered the needs of marketing areas in which Inter-State is active.

No information has been received from Washington as to the probable date for a hearing to amend Order 61, which applies to the Philadelphia market. Inter-State is now collecting and correlating data for presentation at this hearing when held. A full statement covering costs, the supply and demand situation and competitive factors will be presented.

In addition to FDA, two other Federal agencies, the Office of Price Administration and the Commodity Credit Corporation are both directly involved in price negotiations. When work was under way last winter to

obtain an increase in the Philadelphia market, Inter-State worked closely with OPA, because of its authority over prices and its regulations establishing price ceilings. Information and data were presented this agency in connection with the Philadelphia, Wilmington and other markets to which Inter-State members supply milk. Increases in these areas were approved, which became effective April 12.

Other Agencies Interested

Since the price increase which became effective at that time involved the payment of subsidies through the Commodity Credit Corporation, this agency is also directly concerned with price changes. The recent change in subsidy payments by this agency is covered on another page.

The supply of milk as between markets is, in many cases, in such delicate balance at present that any price adjustment in one market must be accompanied by a corresponding adjustment in neighboring markets, in order to assure the continuance of uniform supplies in such other markets as may be affected. This situation emphasizes the need for cooperative effort among the agencies establishing minimum producer prices and price ceilings.

Other factors which complicate the obtaining of a producer price increase involve, perhaps even more than before, the "hold-the-line" program of price control. This will require working out a complete plan by the Federal and State agencies involved in establishing producer prices, and which must include OPA, which sets maximum prices. The determination must be made by these agencies whether any increase that might be granted would be accompanied by a retail price increase or whether additional demands would be made of the CCC for subsidizing retail prices through payments to handlers. If additional demands should be made of CCC, it appears that approval and the necessary appropriations may have to be obtained from Congress before a producer price increase can be made effective.

Two lovers walking down the street; She trips, he murmurs, "Careful, sweet!"
Now wed, they walk the selfsame street,
She trips, he growls, "Pick up your feet!"



This calf never heard of rationing but with the demand for fluid milk will likely soon be placed on limited rations (as far as milk is concerned). Miss Anna Stoltzfus, Atglen, Pa., took the picture on her father's farm.

Price Hearings Called by Milk Control Commission

Price hearing are being held in several markets in the State by the Pennsylvania Milk Control Commission. The first of a series of hearings was held at Scranton on July 9, with another hearing held at Pittsburgh on July 27, covering three areas, the Pittsburgh, Southwestern and Northwestern milk marketing areas. A hearing was held at Erie on August 6.

A hearing is scheduled to be held at Hollidaysburg on August 18 and will cover both areas 9 and 10, the Johnstown-Altoona and the Central marketing areas. August 19, another will be held at Harrisburg to cover the Harrisburg, York, Lancaster and Schuylkill marketing areas.

Among the subjects to be discussed at each of these hearings are the cost of producing milk, present and prospective supply of milk, the minimum prices to be paid producers of milk by dealers and related items.

The retail and wholesale prices to be charged by dealers will also be subjects of discussion, as will dealers' costs of operation. Testimony will also be taken by the commissioners on matters affecting the boundaries of milk marketing areas.

It is anticipated that hearings will be called by the Commission in other marketing areas of the State as rapidly as conditions will permit.

It takes a lot of pluck for a girl to keep her eyebrows in shape.

"I insured my voice for \$100,000," said a pompous singer.
"And what," asked his rival, "did you do with the money?"

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Altoona—Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 118-M.
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977.
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Fraud Case Exemplifies Need for Oleo Laws

In spite of strict laws governing the sale of oleomargarine and severe penalties for their violation, instances occur now and then where the risk is taken to sell oleo as butter. An indictment citing such an instance was reported recently from New Orleans, with C. J. Jones reported as having sold 1419 pounds of oleo, colored and misbranded "country butter," at a price of \$.45 to \$.50 per pound.

Right here is a concrete example of the basic reason for the entire oleo legislative program. All too often someone in the industry sees fit to pawn off and sell this solidified

oil as butter, thus defrauding the consumer and profiting thereby.

The dairy industry recognizes, frankly, that if oleo were always sold on its merits and if it never imitated other products, especially butter, either through the addition of a color foreign to it or an artificial flavor which resembles that of some more desirable product, or through other devices, then there would be no occasion to regulate the manufacture and sale of this product. For example, lard is a highly nutritious food fat but, always being sold on its merits, no attempts have been made to license the manufacture or sale of it.

However, human nature being what it is, there will always be some people looking for a chance to defraud the public, hence the need for strict regulatory laws governing the manufacture and sale of oleo. Our present laws compel, to a reasonable degree, that oleo be presented to the consumer on its actual merits.

Personal Glimpses

Showmanship prizes offered by Inter-State at the Burlington County, N. J., 4-H Club Calf Show were awarded to the following: 1st prize, milk pail, **Wm. Chafey**, Mt. Holly; 2nd prize, strip cup, **Mary Chafey**, Mt. Holly; 3rd prize, milk stool, **Gene Adams**, Medford. Gene Adams is a son of **Elmer E. Adams**.

Fire destroyed a barn on the farm of **Albert Bowe**, Columbus, N. J., this past month. Mr. Bowe has long been active in Inter-State, is a member of the Trenton Market Committee and alternate delegate for the West Windsor Local.

Victor P. Kohl, Middletown, Del., was recently elected president of the Middletown District School Board.

R. F. Towson of Smithsburg, Md., who was a delegate to the 1942 annual meeting from the Waynesboro Local, died of a heart attack on May 23. **Mrs. Towson** is carrying on the farm work.

Ensign Wm. E. Miller, a nephew of **Mrs. Powell Short** of Centerville, Md., was killed in a plane crash near Jacksonville, Fla., on July 27. Ensign Miller received his commission on June 22 and was married the same day to **Miss Sara Elizabeth Wheatley** of Chestertown, Md.

We still think the Italians would have done better had they stuck to grand opera.

All possible home food production is not only a patriotic duty but a necessary insurance that national health will be kept up to par for the arduous war tasks that farm and city folks both must perform.

MILK PRODUCERS REVIEW

Farmers Must File Tax Returns in December

Although this country is now on a pay-as-we-go plan for the payment of income taxes, farmers are not required to submit a declaration of estimated income tax liability until December 15. This arrangement is made because of the difficulty of estimating most farm incomes accurately before the end of annual harvest. It applies to anyone who gets at least 80 percent of his gross income from strictly agricultural pursuits.

Persons who receive more than 20 percent of their gross income from non-farming sources must file a declaration by September 15. Neither the December 15 report for farmers nor the September 15 report for others is a final return but provides for an estimate of the amount of tax due and carries provisions for making payments.

With those who make an estimated return September 15 a payment is required which, together with previous payments, would bring the tax payment up to three-quarters of the year's estimated liability.

Farmers who file on December 15 would be required to make a payment at that time representing the remainder of the estimated total tax for the year.

In all cases a final and complete return must be prepared and filed by March 15, 1944, at which time the payment of any tax still due must be made. It is understood that if the total of payments made on the basis of estimates exceeds the liability as finally calculated a refund or credit will be allowed.

Victory Gardening Has Educational Value, Too

A victory gardener, working in the next plot, remarked that he would never again begrudge a farmer a good price for his products. This remark came after a struggle with poor soil, uncertain moisture and even more uncertain results in his garden, all coupled with a lot of hard work.

This suggests the possibility that, terrible as war is, it may have some enlightening influence upon the general public, especially as to food problems and the work involved in producing food.

"Dad intimated that your playing was heavenly."

"He did."

"Yes; he said, 'Where do those unearthly sounds come from?'"

Our idea of a lazy student is one who pretends he is drunk so that his fraternity brothers will put him to bed.

August, 1943

Dr. E. W. Gaumnitz Joins National Cheese Institute

The fluid milk industry of the country has lost the direct services of a very good friend, with the resignation of **Dr. E. W. Gaumnitz** from government service, to become executive secretary of the National Cheese Institute.

Dr. Gaumnitz was chief of the Dairy and Poultry Branch of the Department of Agriculture during the period when the Philadelphia Federal order was promulgated, and a lot of credit for the soundness of the provisions of the Philadelphia order and the success of its operation is due directly to his foresight and sound position regarding the order.

Dr. Gaumnitz left the Dairy and Poultry Branch shortly after this order became effective and became assistant administrator of The Board of Economic Warfare, which position he left to take up his new work, with headquarters in Chicago.

It is believed that, although he will not be associated with the fluid milk industry, his contact with dairying will still exert a tremendously good effect upon the dairy industry and its relations with the government.

Facts on Cost and Income Show Food Is a Bargain

In the past few days some of our newspapers have become aware of a report of the Office of Price Administration which seems to indicate that consumers are not as bad off as some would lead us to think when war-time increases in income are taken into consideration.

The U. S. Department of Agriculture has published some very interesting information on this subject in its "Marketing and Transportation Situation" issue for June, 1943. A table is published which shows food expenditures as percentages of total income per person. During the five years 1935-39 food expenditures amounted to 22 percent of total income per person. In 1942 this percentage had declined to 21, and as of April, 1943, it had declined further to 19 percent.

This table also shows the cost to consumers of fixed quantities of foods representing average annual consumption per person during 1935-39 as a percentage of the total income per person and as a percentage of the total expenditures for goods and services. This fixed quantity of foods required 22 percent of the average person's income during 1935-39. It decreased to 18 percent in 1940; to 17 percent in 1941 and since September, 1942, it has been mounting to about 16 percent.

The cost of this fixed quantity of foods amounted, in the 1935-39 period, to 25 percent of the total expenditures for goods and services, and, although it has been a smaller percentage than this at various times, it has never exceeded 25 percent since that period, except in March, 1943, when it reached 26 percent, declining again to 25 percent in April.

These are cold facts, published by an agency which has very reliable sources of information, and they indicate what the farmer is very well aware of, that is, there has been no unreasonable increase in food prices measured on the basis of the average of the 5-year pre-war period, nor when measured against the average consumer's income. The consumer is now receiving a very good bargain when he buys his food supply.

Butter Point Values Go Up

Effective August 1 the point value of butter was increased from eight to ten points per pound. With the extremely short supplies, many stores are selling butter in only 1/4 pound packages for which they collect three points, making a total of twelve points per pound when bought in such small quantities.

The point value of oleomargarine continues at four points per pound and is, in comparison, considered a very slow moving item. This, it would seem, indicates a marked preference of the consuming public for butter.

Dixon - Tomey

Our fieldman who works in the central part of the Eastern Shore section, **Louis F. Tomey**, took several days vacation in mid-July, but he did not tell us before he left that the vacation would be a honeymoon.

The bride is the former **M. Adele Dixon**, daughter of **Mr. and Mrs. Wm. E. Dixon** of Brunswick, Md. The wedding took place at Easton on July 10.

Congratulations and best wishes.

This pasture scene
is on Harry U. Mil-
ler's farm, near Zieg-
lerville, Pa.



Lancaster Dairymen Plan New Breeding Association

Lancaster county dairymen have organized the Lancaster County Artificial Dairy Breeding Association. Membership at the time of organization was 125 farmers, who enrolled approximately 1800 cows in the association.

Names of Inter-State members are prominent in the list of officers and directors. **Earl L. Groff** of Strasburg was elected president, while among the directors are **Paul Longenecker** and **Elvin Hess** of Strasburg, **Arthur Brown** of Nottingham and **H. K. Martin** of Goodville.

Several committees were established at the time of organization, with Groff, Hess and **Isaac Hershey Jr.**, named as a committee to select Holstein bulls for the association. The committee for Guernseys includes **Wm. Frew** and **H. E. Roper**. Among the members of the committee to plan a laboratory and hire veterinarians are Brown and Martin, both of whom are directors.

Canned Foods From Farms Are 8 Points per Quart

Simplified point regulations have been developed for the sale of farm canned fruits and vegetables, whereby the point value is eight points per quart for either fruits or vegetables and regardless of kind. This is a substantially higher food value per point than in the commercially canned products.

Farmers who can home-grown fruits and vegetables for sale may get an extra sugar allotment up to 250 pounds for canning these materials that are to be sold. The stamps collected in the sale of the home canned goods are to be mailed to the local War Price and Ration Board.

Customer: "I don't like the looks of that haddock."

Fish Dealer: "Lady, if it's looks you're after, why don't you buy a goldfish?"

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I June	Class II June	Class III June	Class I July	Class II July	Class III July
Philadelphia Suburban	1A	\$3.85	\$3.194	\$3.296	\$2.532	\$2.514	
Altoona	9	3.70	3.143	3.236	2.513	2.485	
Huntingdon-Tyrone	10-2	3.45	3.143	3.236	2.513	2.485	
State-Wide	11	3.50	3.143	3.236	2.513	2.485	
Lancaster	14	3.73	3.160	3.253	2.513	2.485	
Reading	15	3.70	3.160	3.253	2.513	2.485	

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

June	I	II	III	*Bonus
Cream Top Dairy	86	0	14	—
Eachus Dairy Co.	89.33	0	10.67	—
Hoffman's	46	7	47	—
Penn Cress Ice Cream	27.70	.76	71.54	—
Waple Dairies	84.5	4	11.5	—
Williamsburg Dairy	100	0	0	—

July	I	II	III	*Bonus
Blue Hen Farms	88	x	12	x
Clover Dairy Co.	86.56	x	13.44	x
Fraim's Dairy	92.35	x	7.65	x
Greenhill Dairy	87	x	13	x
West End Dairy	88	x	12	x

New Jersey

June	Norm	Cream	*Bonus
Arrowhead Shoemaker (% of norm.)	100	Balance	—
July	Norm	Cream	*Bonus
Abbot Dairies	83.84	15.16	89.6
Castanea Dairy Company	90	10	90
Supplee-Wills-Jones (% of norm.)	100	Balance	—

* Percentage of production on which "A" producers were paid Grade "A" bonus.

Prices Paid for 4% Milk

June	Location	Area	Price
Bechtel, I. Lloyd	Royersford, Pa.	1 A	\$3.773
Cream Top Dairy	Lancaster, Pa.	14	3.55
Eachus Dairy Co.	West Chester, Pa.	1 A	3.79
Hershey Creamery Co.	Greencastle, Pa.	11	3.35
Highland Dairy Co.	Coatesville, Pa.	1 A	3.78
Hoffman's	Altoona, Pa.	9	3.345
"	Bedford, Pa.	10, Z 2	3.345
"	Huntingdon, Pa.	10, Z 2	3.345
Lancaster Milk Co.	Lancaster, Pa.	14	3.50
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.30
Queen Dairy	Lancaster, Pa.	14	3.69
Kohrer Med-O-Farm	Lancaster, Pa.	14	
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

July	Location	Area	Price
Abbotts Dairies	(N. J. Producers)	—	3.848
Blue Hen Farms	Wilmington, Del.	—	3.82
Centerville Producers Co-op.	Centerville, Md.	—	3.61
Clover Dairy Company	Wilmington, Del.	—	3.81
Delamore Dairy	Wilmington, Del.	—	3.80
Fraim's Dairy	Wilmington, Del.	—	3.86
Greenhill Dairy	Wilmington, Del.	—	3.81
New York City Buyers	201-10 mile zone	—	3.34
Supplee-Wills-Jones	Nassau, Del.	—	3.50
West End Dairy	Wilmington, Del.	—	3.82
Western Maryland Dairy	Rising Sun, Md.	—	3.685

Feed Price Summary for July, 1943

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

(Because of the complete lack of price quotations on many items and the scarcity of quotations on other items, we are unable to compile a representative price report. Therefore, this feature will not be carried until such future time as a representative report can be obtained.)

An Irishman went into a jeweler's to purchase a gold ring.

"Eighteen carat?" asked the salesman.

"No, ye're wrong," said Paddy, "I been aitin' onions."

Who can recall the grand old carefree days when gasoline was so unrationed that women could use whole panfuls of it to clean their gloves, and have enough left to blow up their kitchens?

Class Prices

Wilmington	Class I	Class II
F. o. b. market, cwt. of 4% milk		
June	\$3.93	\$2.949
July	3.93	3.032
August	3.93	—

New Jersey	Class I	Class II
F. o. b. market, cwt. of 3.5% milk		
June	\$3.60	\$2.67
July	3.60	2.67
August	3.83	2.67

*—These are the minimum permitted Class I prices under the orders of the New Jersey Milk Control Board. A recent order issued by OPA permits a maximum Class I producer price, effective April 12, of \$3.83, an increase of 23 cents.
This price became effective Aug. 9, 1943.
The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	*Dry Skimmilk
June	\$23.65625	11.3125¢
July	24.350	11.3125¢

*—Per 40-quart can of 40 percent cream;

*—Per pound of roller process dry skimmilk;

each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter

Cents Per Pound

July, 1943—46.75*

(No change during month)

June, 1943—46.75*

July, 1942—38.22

*Quotations include subsidy payments.

Prices reported as paid by handlers in

markets not under Federal control are

determined according to price schedules

furnished by the handler or from statements

furnished with milk checks and checked in

the Inter-State office.

The prices quoted as the average price

paid do not include any bonuses or premiums

which producers may earn.

The butterfat differential is 5 cents per

point in all Pennsylvania markets listed

except Philadelphia where it is 4 cents.

The differential in Wilmington and in New

Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk

By South Jersey Buyers

May, 1943

Grade "A"

Grade "B"

Dairy

& Premium

Abbotts Dairy \$3.88 \$3.52

Arrowhead-Shoemaker 3.82 3.50

Castanea Dairy 3.75 3.41

Ferguson's Dairy 3.37 3.37

Gilmour, J. C. 3.32 3.32

Kligerman Dairy 3.76 3.48

Locust Lane Farms 3.79 3.45

Parks Dairy 4.15 3.75

Scott-Powell Dairies 3.96 3.42

Supplee-Wills-Jones 4.00 3.52

Sylvan Seal 3.54 3.51

Wilson Dairy 4.00 3.51

These prices were reported to Inter-State

Milk Producers' Cooperative by the New

Jersey Milk Control Board as the average

prices paid by these buyers for all milk in

the respective grades. Prices received by

individual producers will vary from these

prices as their respective returns may be

influenced by their relative amounts of

norm and excess milk.

To help a customer at a time when a

salesman in any line of business

has nothing tangible to sell is to

build up that intangible something

called Good Will. Too often this

is overlooked by the selling fratern-

ity.

Prices 4% Milk, June and July

These are the prices paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during June and July, 1943.

Handler	Plant Location	Location Differential	June Price	July Price	Handler	Plant Location	Location Differential	June Price	July Price
Market Average	f. o. b. Philadelphia	—	\$3.775	\$3.841	Pinkerton, S. D.	Media, Pa.	.07	\$3.960	\$3.962
Abbotts Dairies	Philadelphia, Pa.	—	\$3.794	\$3.848	Quaker-Maid D'y Products	Philadelphia, Pa.	—	3.773	3.928
"	Curryville, Pa.	.339	3.425	3.479	Quinn's Dairies	Philadelphia, Pa.	—	3.898	3.933
"	Easton, Md.	.283	3.481	3.535	Richards, F. H.	Philadelphia, Pa.	—	3.952	3.880
"	Coshen, Pa.	.241	3.523	3.577	Rosenberger's Dairies	Hatfield, Pa.	.13	3.559	3.650
"	Oxford, Pa.	.227	3.537	3.591	Schillinger's Dairies	Philadelphia, Pa.	—	3.927	3.919
"	Port Alleghe, Pa.	.416	3.348	3.402	Scott-Powell Dairies	Philadelphia, Pa.	—	3.774	3.847
"	Spring Creek, Pa.	.451	3.313	3.367	"	Ardmore, Pa.	—	3.774	3.847
Ardmore Home Dairies	Ardmore, Pa.	—	3.978	3.959	"	Clayton, Del.	.241	3.503	3.576
Baldwin Dairies	Philadelphia, Pa.	—	3.794	3.891	"	Fairdale, Pa.	.318	3.426	3.499
Bedminster D'ymn's Ass'n	Bedminster, Pa.	.22	3.711	3.702	"	New Holland, Pa.	.234	3.510	3.583
Bergdoll's John C. Dairy	Boothwyn, Pa.	.09	3.725	3.818	"	Pottstown, Pa.	.22	3.524	3.597
Booth, Chas. T.	Chester, Pa.	.07	3.839	3.858	"	Snow Hill, Md.	.304	3.440	3.513
Breuninger Dairies	Philadelphia, Pa.	—	3.848	3.893	Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.390	3.489
"	Richlandtown, Pa.	.227	3.591	3.636	"	Center Port, Pa.	.248	3.142	3.241
Brookmead G'ns'y Dairies	Wayne, Pa.	.07	3.975	3.997	Suburban Dairies	Manoa, Pa.	—	4.072	4.024
Brown's Dairies	Glenside, Pa.	.07	3.858	3.961	Supplee-Wills-Jones	Philadelphia, Pa.	.332	3.381	3.437
Buck's Co. Fm. Dairies	Morrisville, Pa.	.22	3.675	3.678	"	Bedford, Pa.	.297	3.416	3.472
Buehlers Dairy	Willow Grove, Pa.	.07	3.884	3.900	"	Chambersburg, Pa.	.297	3.409	3.465
Clover Crest Dairy Fm.	Newtown, Pa.	.13	3.773	3.780	"	Hagerstown, Md.	.304	3.451	3.507
Cooklyn Milk Co.	Goldsboro, Md.	.262	3.358	3.417	"	Harrington, Del.	.262	3.451	3.507
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.946	3.926	"	Huntingdon, Pa.	.332	3.381	3.437
Crumdale Farms Dairy	Berwyn, Pa.	.09	3.981	4.123	"	Leaman Place, Pa.	.234	3.479	3.535
Crystle, Wm. H. Dairy	Chester, Pa.	.07	3.792	3.865	"	Lewistown, Pa.	.311	3.402	3.458
Darlington Bros.	Darling, Pa.	.09	3.914	3.878	"	Mercersburg, Pa.	.311	3.402	3.458
Deger's Dairy	Mont Clare, Pa.	.13	3.645	3.693	"	Mt. Pleasant, Del.	.227	3.486	3.542
Dietrich's Dairy	Reading, Pa.	.234	3.432	3.612	"	Princess Anne, Md.	.297	3.416	3.472
Engel Dairy	Philadelphia, Pa.	—	3.930	3.971	"	Townsend, Del.	.234	3.479	3.535
Ervin's Dairy	Philadelphia, Pa.	—	4.019	3.983	"	Worton, Md.	.255	3.458	3.514
Frankford Dairies	Philadelphia, Pa.	—	3.863	4.036	Sylvan Seal Milk, Inc.	Philadelphia, Pa.	—	3.825	3.926
Gailey Ice Cream Co.	Delta, Pa.	.248	3.518	3.617	Sypherds Dairies	Philadelphia, Pa.	—	3.657	3.818
Gardenville D'ymn's Ass'n	Gardenville, Pa.	.13	3.728	3.761	Taylor's Dairy	Jenkintown, Pa.	—	3.775	3.918
Gardenville Fm. Dairies	Gardenville, Pa.	.13	3.820	3.905	Turner & Wescott	Glenroy, Pa.	.234	3.413	3.459
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.900	3.891	Walnut Bank Farms	Quakertown, Pa.	.227	3.784	3.850
Gorman Dairies	Newtown Sq., Pa.	.07	3.755	4.005	Warners Dairy	Berwyn, Pa.	.09	3.761	3.855
Greentree Creamery Ass'n	Obelisk, Pa.	.22	3.709	3.701	Wawa Dairy Farms	Wawa, Pa.	.09	3.728	3.830
Gross, Charles, Dairy	Philadelphia, Pa.	—	4.020	4.000	Willow Ridge Farm	Hatboro, Pa.	.09	3.783	3.746
Grubbs Dairies	Media, Pa.	.07	3.933	3.942	Wilmer Dairies	Conshohocken, Pa.	.07	3.757	3.770
Hamilton Dairies	Philadelphia, Pa.	—	3.781	3.802	Wissahickon Dairy	Philadelphia, Pa.	—	3.948	4.003
Hansell, A. R.	Mainland, Pa.	.11	3.671	3.692	Witchwood Dairy	Spring House, Pa.	.11	3.909	3.957
Harbisons' Dairies	Philadelphia, Pa.	—	3.809	3.876	*—The location differentials set forth in this column are as provided in paragraphs 961.8d and 961.8e of the marketing order. The location differential as set forth in paragraph 961.8d is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8e an additional deduction of 3 cents per hundredweight is permitted at such plants. (This additional deduction is not included in this listing of location differentials but where it is known to have been taken the prices shown allow for it.) Paragraph 961.8e permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.				
"	Brandtsville, Pa.	.276	3.503	3.570	x—Will pay butterfat differential of 5 cents per point.				
"	Byers, Pa.	.22	3.559	3.626					
"	Carlisle, Pa.	.276	3.503	3.570					
"	Hurlock, Md.	.283	3.496	3.563					
"	Massey, Md.	.241	3.538	3.605					
"	Millville, Pa.	.332	3.447	3.514					
"	Sudlersville, Md.	.248	3.531	3.598					
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.773	3.745					
"	Boiling Springs, Pa.	.276	3.467	3.439					
Hill Crest Farms	Eddington, Pa.	.09	3.737	3.982					
Holiday Dairy	Norristown, Pa.	.11	3.708	3.829					
Homestead G'ns'y Farm	Chester Heights, Pa.	.11	3.877	3.817					
Hutt's Dairies	Philadelphia, Pa.	—	3.858	3.921					
Individual Dairies	Philadelphia, Pa.	—	4.020	3.833					
Ivy Crest G'ns'y Dairies	Hatboro, Pa.	.09	3.938	3.978					
Jersey Queen Dairy	Philadelphia, Pa.	—	3.820	3.856					
Johnson, J. Ward Dairy	Woodyln, Pa.	.07	3.825	3.841					
Lehigh Valley Farmers	Allentown, Pa.	.234	3.4120	3.470					
Marmer, John	Bryn Mawr, Pa.	—	3.898	3.934					
Marshall, T. Forest	Linwood, Pa.	.09	3.928	3.874					
Martin Century Farms	Lansdale, Pa.	.11	3.771	3.814					
Meyer Dairies	Ambler, Pa.	.09	3.731	3.781					
Miller-Flounders Dairy	Chester, Pa.	.07	3.818	3.929					
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	3.978	3.962					
Montg-Berk Dairy Co.	Boyertown, Pa.	.227	3.576	3.587					
Nelson Dairies	Norristown, Pa.	.09	3.731	3.822					
Oakes Dairy Farm	Chadds Ford, Pa.	.11	3.909	3.837					
Oakland Dairies	Fairview Village, Pa.	.11	3.504	3.606					
Pennbrook Milk Co.	Philadelphia, Pa.	—	3.851	3.924					
Penn-Reed Milk Co.	Belleville, Pa.	.318	3.165	3.359					
					MARKET SUMMARY				
					JULY '42 JUNE '43 JULY '43				
					Class I price, 4% milk \$3.700 \$4.050 \$4.050				
					Class II price, 4% milk 2.327 3.069 3.152				
					Weighted Average Price 3.416 3.775 3.841				
					Class I, pounds 65,941,595 70,237,710 72,293,854				
					Class II, pounds 14,549,190 19,055,646 11,102,744				
					Total pounds 80,490,785 89,293,356 83,431,598				
					Class I, percent 81.92 78.65 86.69				
					Class II, percent 18.08 21.34 13.31				
					Average butterfat test, % 3.82805 3.79341 3.80664				
					Number of producers 9,519 9,609 9,583				
					Value, 4% basis, f.o.b. Philadelphia \$2,749,718.36 \$3,370,823.34 \$3,203,611.75				

Secondary Markets

Wilmington

The milk supply in the Wilmington area is becoming very short, as the result of the drying up of the pastures. Members complain of the lack of proper dairy feeds. In addition, numerous public sales are being held, six having been advertised in the Middletown area in August.

Twenty producers supplying the Wilmington market have been nominated for positions on the Wilmington Inter-State Milk Market Committee for the next year. Nine are to be elected at the annual meeting, which will be held at Red Lion on September 23.

The nominations are as follows:

Name	Address	Dealer
John R. Butler	Middletown, Del.	Sylvan Seal
Carl W. Feucht	Elkton, Md.	Clover
Norman E. Ford	Bear, Del.	Delamore
C. Albert George	Elkton, Md.	Clover
H. Vaughn Ginn	Middletown, Del.	"
Fred Heindol	Townsend, Del.	Sylvan Seal
Irwin G. Klair	Marshallton, Del.	Fraim
Victor P. Kohl	Middletown, Del.	"
Fred Martens	Elkton, Md.	"
Calvin McCleary	"	Blue Hen
D. A. McMullin	Newark, Del.	Clover
H. C. Milliken	"	"
Harvey E. Moore	Middletown, Del.	"
Chas. B. Moore	Bear, Del.	Blue Hen
Norman Nivins	Landenberg, Pa.	Fraim
W. L. Phipps	Wilmington, Del.	Blue Hen
Harry Seamans	O'essa, Del.	Sylvan Seal
Julian Spry	Elkton, Md.	Delamore
Lewis Stafford	Newark, Del.	West End
Alfred H. Talley	Wilmington, Del.	Fraim

Lancaster

The Advisory Committee of the Lancaster Inter-State Milk Market meets at the Farm Bureau Building in Lancaster on August 16, to make plans for presenting the producers' testimony at the price hearing covering the Lancaster area, to be held at Harrisburg on August 19. This hearing was requested by Inter-State and the Lancaster committee, for the taking of testimony showing the need for an increased producer price in order to meet higher production costs.

Production in the Lancaster area has tapered off during the past several weeks, with the present supply being just sufficient for the demand. Producers are faced with dried up pastures and the need to supplement these pastures with additional feed, which is both scarce and high priced, in order to maintain their milk production.

Buyers in the Lancaster market, who are obtaining milk from Inter-State members, include Cream Top Dairy; the Lancaster Milk Company, for both their local and their New York business; Queen Dairy; the Reliable Dairy; Rohrsers Med-O-Farms Dairy and Sylvan View Dairy.

South Jersey

Pastures have burned out in Salem and Cumberland counties and as a result the milk supply is very short in southern New Jersey. Farmers are feeding hay in order to maintain production.

The Class I price was advanced from \$3.60 to \$3.83 per hundred pounds of 3.5 percent milk, effective August 9. There is considerable feeling in the area about the Class II price, which is 20 cents less than the Class II price in Philadelphia. Many producers are of the opinion that there should be no Class II under present short market conditions and several buyers are eliminating this lower price class while milk is short.

Counsel A. Evans Kephart and Market Manager Floyd R. Ealy attended the appeal hearing before the Board of Milk Control at Trenton on July 29, at which several North Jersey dealers appealed from **Director Arthur F. Foran's** order increasing the producer price of Class I milk. This is covered more fully on page 11.



Watch Mineral Feeds

Be careful of substitute mineral supplements for your dairy herd, warn **John A. Conover** and **George Hyatt, Jr.**, extension dairymen at the University of Maryland.

Many dairymen have fed bone meal, which contains both calcium and phosphorus, as mineral supplement to the ration. Bone meal is now hard to get and phosphate carriers should be watched with special care. This is very true of fertilizer phosphates and related products because of the frequency of fluorine. This element is closely related to iodine but it is very detrimental to the teeth and bony structure of growing animals and to the general health of any animal if taken in more than the most minute quantities.

If any phosphate carrier is purchased as a mineral supplement, the Maryland dairy specialists recommend that it be guaranteed to contain not more than 0.1 percent fluorine.

Wawa Appeals to Court

The first court case under the Philadelphia Milk Marketing Order, No. 61, has developed. This case is an appeal by Wawa Dairy Farms Company from the decision of the Secretary of Agriculture denying their petition for a greater allowance at their milk plant at Wawa, Delaware county.

Under the provisions of the order, milk received by a handler at a plant located 16-20 miles from City Hall, Philadelphia, is permitted a 9-cent location differential, that is, the price paid producers supplying a plant located in that mile zone is 9 cents less than if delivery were made to a plant located within the city. The Wawa Dairy Farms Company, contending that this allowance is not fair and equitable, have been paying producers a lower price.

The Market Administrator reports that the dairy company is placing about \$2000 per month in escrow, which covers the difference between the cost of all milk purchases calculated according to the Administrator's announced price and the cost at the price actually paid by the dairy.

In filing the suit, the Government was allowed 60 days in which to answer the dairy's complaint and after the case is settled the money in escrow will be paid to the producers if the findings of the Market Administrator, which are supported by the Secretary of Agriculture, are upheld. If the court reverses that finding, this money will be returned to the dairy company.

Inter-State Milk Producers' Cooperative has filed as an intervening defendant in this suit, in order to represent the interests of members shipping to this dairy.

"Soda Jerks" Go to School

A school for "soda jerks" has been organized by the Supplee-Wills-Jones Milk Company for the purpose of training soda fountain operators. Many of the students at this school are boys and girls of high school age, although a 66-year old retired mail carrier enrolled in the course, in order to help operate the fountain in his son's drug store.

The school gives three days' training in the important phases of counter operation and includes the preparation of fancy sundaes, sodas and fountain drinks. It is reported that a substantial number of the graduates of the course have landed soda fountain jobs.

"I don't like the look of your husband," said the doctor gravely.

Neither do I," the wife replied, "but he's kind to the children."

"A Thought For Your Pennies"

By James H. Duckrey, Ph.D.

Principal, Wm. Henry Harrison Public School, Philadelphia

AFTER a full year's trial of our "Milk for Health" project, the sales of half pints of "A" milk in our school had reached a peak of nine thousand bottles of milk a month.

Previous to this, our milk sales had been negligible, not more than forty or fifty bottles a week, the children seeming to have a decided preference for the less nourishing

for remedying some of the shortcomings of the home so far as the care of the child was concerned.

Even in pre-war days, many of these underprivileged children had been accustomed to shift for themselves. Many mothers were away from the home in an endeavor either to support the family, or supplement the sub-marginal income of the father. When the war came, there were indications that the economic condition of the family was improving, as both mothers and fathers were attracted by the more lucrative wages of defense industries.

But there was little evidence that the increased family income reflected itself in a more adequate type of nutrition or direct care.

More than ever, the "door-key" child came into prominence. Inevitably, this child who comes to school with the door key hanging around his neck, and who has come to symbolize the child who shifts for himself, has a pocketful of pennies. There is a popular concept that the underprivileged child does not have as much money to spend as the child from the better favored home. Quite frequently, the opposite is true, and he has more money to spend. It is easier for many parents to free themselves of their responsibilities by giving the child fifteen, twenty, or even twenty-five cents.

When on several Monday mornings, we



Receiving department

but to them more palatable, carbonated beverages.

The teachers of the school unanimously agreed that the lesson which yielded the greatest perceptible dividends was the lesson in which the children drank in the classroom each morning, a half pint of "A" milk accompanied by several graham crackers. This is the one lesson that was uniform throughout the school, in all grades from the kindergarten to the sixth grade.

At the end of the year, even the children who had previously expressed a non-liking for milk, as well as quite a few pre-adolescents who felt that milk was good for infants, were all active participants in the lesson.

No attempt was made scientifically to measure the benefits from the point of view of physical gain. The judgment of a trained teacher is frequently a more satisfactory index than growth charts or "improvement of learning" curves. It was the general consensus that there was an improvement in the physical nature of the children, a greater receptivity for learning, and that a greater emotional stability characterized many children who have an emotional unrest which has as its basis, hunger and faulty nutrition.

This "Milk for Health" project arose to meet a series of practical needs that presented themselves in a Philadelphia elementary school with a population of about nine hundred children. There was a need



Room service

found a class of forty-five second grade children with a total of eight dollars, we estimated that in the total school population, there might well be a total of about two-hundred dollars to be found in the pockets of the children. We could either allow these pennies and dollars to be squandered at random on faulty types of food and wasteful commodities, or direct its expenditure in such a manner as to promote the physical welfare of the children, and give them constructive training in habits of thrift.

We decided to do the latter, and thus originated not only the "Milk for Health" campaign, but also a War Stamp and War Bond campaign which is another story.

Two of our special classes, one boys' and one girls', with their respective teachers, volunteered to sponsor the project. This meant receiving the milk each morning from the driver, collecting the milk orders and the money from twenty-two classrooms, delivering the milk and crackers to these rooms before the morning recess, re-collecting the bottles, and wrapping the funds each day for banking.

Thermometers in the form of milk bottles were constructed for each class room. They showed the milk sales for the day as well

as the total bottles sold for the month in each class room. A mammoth milk bottle thermometer was displayed in the assembly room and gave that aggregate information for the entire school. This served as the basis for an occasional pep talk by a pupil in one of the sponsoring classes.

The "Milk for Health" project was directly related to the work of the sponsoring classes by means of units of work organized by the teacher. A visit to a dairy farm and to a pasteurizing plant opened up new vistas for the children in the fields of geography and public health.

A unit of work on the nutritional value of milk soon expanded to the nutritional value of a well-balanced meal.

The arithmetic situations that were inherent in the project gave the children a first-hand, and a very concrete experience in addition, subtraction, multiplication, and division of whole and mixed numbers.

The helpful service that the sponsoring group rendered the school gave training in the acceptance of responsibility and participation in democratic school procedure.

Through the medium of the school paper and an occasional mimeographed letter home, a great degree of parental cooperation was achieved.

Now, on Monday mornings, instead of giving the children a handful of pennies to spend indiscriminately, the cost of the milk and crackers for the week is sent to the teachers. This not only facilitates bookkeeping, but insures the fact that these pennies are being directed into constructive channels.

This project which started out primarily as a milk drive soon expanded into a program for better nutrition. The representative of the Inter-State Dairy Council did an admirable job in implementing the work of the school. Assembly programs in the forms of illustrated talks, puppet shows, dramatizations and folk dances of people of other lands, were appreciatively received by the children.

Through the Mothers' Club and Parent-Teacher Association, demonstrations were given showing what types of foods should go into the lunch box, the rationing program



Results

as it affects diet, the food basket for those living on small incomes, and kindred subjects, which are vital because of the war impact.

Our "Milk for Health" project is now developing into a broad health and nutritional program for both school and community, and the indications are that it will continue to be a practical and meaningful phase of our new curriculum.

WFA Allotments of Dairy Products Means Civilians Must Tighten Belts

The War Food Administration has announced that during the year July 1, 1943 - June 30, 1944, civilian supplies of manufactured dairy products will have to be reduced considerably in comparison with the quantities used by civilians in 1942. An announcement has appeared in the daily press, stating that civilians will be allotted 8 out of every 10 pounds of butter manufactured.

This means that civilians will have available 1,670 million pounds of butter, both creamery and farm, as compared with 2,074 million pounds used last year and 2,170 million used during the average year in the period 1935-39. The amount available, therefore, is approximately 80 percent as much as in 1942, and 77 percent as much as was consumed in the preceding 5-year period.

A more drastic reduction has been announced in the civilian supply of cheese, but due to a rather significant increase in cheese consumption in recent years, this reduction will not likely be felt as much by civilians as will the reduction in certain other manufactured dairy products. According to present plans, the civilian supply of all cheese will amount to only 508 million pounds in the 12-month period ending next June, as compared with 838 million pounds in 1942 and an average of 720 million pounds from 1935 to 1939.

The most drastic reduction will be in evaporated milk, of which civilians will have only approximately 57 percent as much in this 1943-44 period as they had in 1942 and approximately 67 percent as much as they had in the average year during the period 1935-39. Civilians have been allocated 1,305 million pounds of evaporated milk, as compared with 2,301 million pounds used during 1942. The supply of condensed milk, a much smaller item, will be somewhat more favorable than of evaporated milk. Civilians will have 79 percent as much condensed milk in the 12 months ending next June as they had in 1942.

Again in the case of dry whole milk, another relatively small item, the 20 million pounds available next year will be more than in 1942 or in the 5-year period, 1935-39.

A drastic reduction is planned in the use by civilians of dried skim-milk, both spray and roller process. In 1942, the apparent consumption

of dry skim by civilians was 305 million pounds, whereas only 175 million pounds are allocated to civilians during the current year, a 43 percent reduction.

Back of these limited supplies of manufactured dairy products to be made available for use here at home are the plans of the Government to allot large quantities of them for the use of our military forces and for Lend - Lease purposes. Approximately 15 percent of the total quantity of available butter will go for our military and war purposes and, in addition to this, nearly 6 percent of the total supply has been allotted to Lend-Lease. Eleven percent of all cheese has been allotted to military and war services and 18.5 percent to Lend-Lease.

Of the evaporated milk supply, 35 percent will be set aside for military and war services and more than 11 percent for Lend - Lease. Dried skim-milk and other manufactured dairy products which have been highly favored for military and Lend-Lease purposes will be allocated as follows: 12 percent to military and war services, 33 percent to Lend-Lease and 20 percent for other exports such as Red Cross relief.

We feel certain that civilians are going to be seriously affected during the next year by these plans of the War Food Administration. It would be much more pleasant for civilians to be able to purchase as much of these products as they want or even as much as they had been accustomed to purchase in the pre-war period. But we already know rather definitely just about how much milk is likely to be produced, and as we are confident that the War Food Administration has fairly accurate knowledge as to the needs of our military forces and the probable Lend-Lease requirements, we can readily appreciate that our civilian population will have to become adjusted to some such reductions as those indicated.

The dairy industry has made great accomplishments in the production of milk, but there have been insuperable obstacles to any significant increase in volume of production this year. An increase would result from certain changes in Government policy relative to the prices of the agricultural products which compete for the types of feeds and labor used in the production of milk; also, from a general increase in the farm

prices of milk. This would place dairymen in a position to compete more effectively with other types of agriculture and with industry for the available supplies of feed, equipment and labor.

Penn State College Announces Short Courses

A schedule of farm and dairy short courses has been announced by Pennsylvania State College. Courses in training of testers for dairy herd improvement associations will be held September 1-15, October 13-27, December 8-22, January 12-26 and March 1-15.

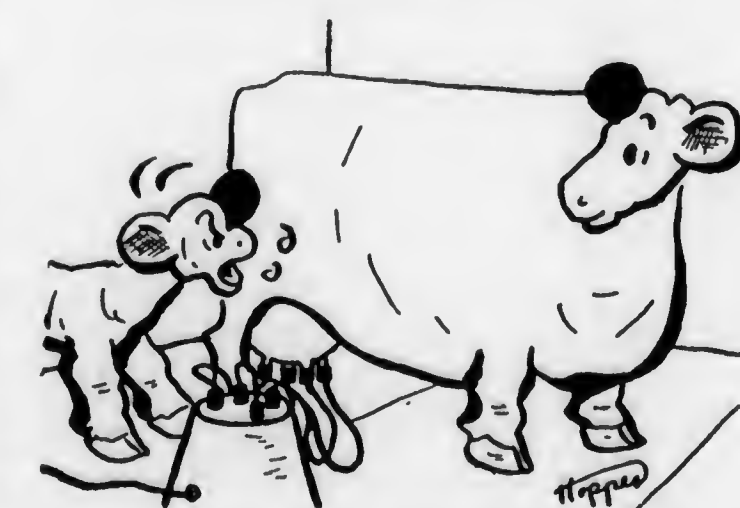
Four-week courses in general agriculture will be held January 5 to February 2; in animal husbandry from February 2 to March 1 and in dairy farming from February 2 to March 1. A short course in ice cream manufacture will be held February 14-26 and in market milk from February 28 to March 11, with a dairy herdsmen's course March 6-11.

These courses are open to men and women and anyone desiring information concerning them is urged to write to the Director of Short Courses, School of Agriculture, Pennsylvania State College, State College, Pa.

It takes a long time to get acquainted but only a minute to fall in love, and the tragedy of many is that they fell in love before they got acquainted.

A minister, ill, asked his wife to take his temperature. By mistake, she put a barometer into his mouth. When she took it out, he asked, "How does it read?"

She answered, "Dry and windy!"
—Methodist Protestant Recorder



"That's the way it happens, Mom!— You don't allow me to eat between meals, and Farmer Jones doesn't allow me to eat at meal time!"

New Jersey Price Increased 23 cents, Effective August 9

The long delayed price increase in New Jersey became effective on Monday, August 9. The increase is 23 cents per hundred pounds of Class 1 milk and applies in all areas of the state. The price increase was originally ordered effective June 1, but milk dealers protested on the basis that evidence taken at the hearing last December no longer applied and, as a result, the old prices which were based upon the hearing held Nov. 26, 1941, continued to prevail.

This order was thrown out when the Milk Control Board held a hearing following the protest by some dealers against Director Arthur F. Foran's price order. A new hearing was then called and held on June 2. Director Foran issued new orders on July 19, to be effective August 3, providing for the increase of 23 cents, which is the maximum increase permissible under the OPA ceiling regulations.

This order in turn was held up a few days when a group of North Jersey dealers protested because this order narrowed the spread for them, apparently on the basis that farmers could continue to carry the loss much better than they could take a narrower spread.

A hearing on this was held before the Board of Milk Control on July 29, at which Inter-State's counsel, A. Evans Kephart, appeared and insisted that since the appealing dealers were all from North Jersey the Board, regardless of the disposition of their appeal, would not be called upon to cancel or delay the effective date of order No. 43-8, which covers South Jersey markets only. The Board upheld Director Foran and, as a result, the order was declared effective on August 9.

In his findings Director Foran stated that, based upon the evidence presented at the June 2 hearing, he was "impressed with the fact that there has been a substantial in-

crease in producer costs of operation during the past year. I am further impressed with the fact that the price of \$3.60 per hundredweight set by the Director of Milk Control, by his order 42-1, effective February 5, 1942, is, in view of economic conditions, too low for the proper operation of the industry."

In upholding this order, the statement of the Milk Control Board, signed by all three members, says in part, "It is clearly apparent from the testimony presented at the hearing that milk is being produced by the farmers at considerable loss and the result of this is a greatly diminished supply of milk. The Board feels that a continuance of such loss of supply will work a great hardship on the consuming public and will especially affect the health of infants and people who, because of their physical condition, require a certain amount of milk, thus aggravating the present critical situation. The evidence presented before the Board at the hearing clearly shows that an increase to the producers is warranted far in excess of that granted by the Director of Milk Control, but in view of the strict and absurd ruling of the Office of Price Administration limiting the authority of not only the Director of Milk Control, but the Milk Control Board of the State of New Jersey to an increase of 23¢ per cwt., this Board feels that in conformity with the Act which created its existence and with their oath as members of the Board, that to maintain the milk industry, the orders of the Director of Milk Control under appeal must be sustained.

"In sustaining the action of the Director of Milk Control, the Board feels that although the orders will not completely relieve the situation and assure an adequate supply of fresh, wholesome, sanitary milk,



The 24 cows on P. A. Neely's farm, Mercersburg, Pa., will have hay to eat next winter and daughter Clara Lou is helping to put it up.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during July, 1943.

Farm Calls.....	1376
Non-Farm Calls.....	282
Butterfat Tests.....	1791
Plants Investigated.....	32
Herd Samples Tested.....	283
Brom Thymol Tests.....	340
Microscopic Tests.....	395
Membership Solicitations.....	460
New Members Signed.....	78
Committee Meetings.....	6
Attendance.....	52
Other Meetings.....	25
Attendance.....	3397

that they will at least partly increase the flow of milk to the consuming public and in the present emergency period help to alleviate a bad situation."

Subsidy Payments Reduced

Effective August 1 the subsidy to milk handlers in the Philadelphia area was reduced from 35 cents per hundred pounds to 25 cents, and in the Philadelphia suburban area from 40 cents to 30 cents. This announcement was made by the War Food Administration on July 31.

Other markets in which subsidies are being lowered include the Schuylkill, Pa., area from 40 to 30 cents; the York and Lehigh areas from 33 to 23 cents and the Harrisburg area from 38 to 28 cents. The reduction in Wilmington is from 35 to 25 cents, while in Washington, D. C., the reduction is from 43 to 28 cents.

A similar subsidy in the Omaha-Council Bluffs area is being lowered from 30 to 25 cents. There is no change in the amount of the subsidy at Baltimore.

These subsidies are actually devised to help hold down the cost of milk to consumers. They operate through a special purchase and resale program, whereby the Commodity Credit Corporation buys Class 1 milk from the handlers at the prevailing price approved by OPA and resells it to the handlers at a lower figure. The loss incurred by the Commodity Credit Corporation is a subsidy to consumers.

In announcing this subsidy, the War Food Administration states, "Economies effected in the handling of milk, particularly through the adoption of every other day delivery, and lower costs arising out of the increased volume of milk handled because of the higher demand, have been primarily responsible for the decision to raise the government's resale price."

Federation Outlines Needs To Assure Needed Milk Output

CALLING the attention of the Nation to an impending shortage of milk supplies, the board of directors of the National Cooperative Milk Producers' Federation, which represents 300,000 dairy farm families, meeting in Chicago, July 17, declared that the program followed thus far during the current war has been creating scarcity rather than abundance of dairy products.

In a formal statement voted unanimously at the close of a special two-day meeting, which was attended by delegates from coast to coast, the Federation said that dairy production in America is declining. "The Administration has allowed prices of dairy products to lag behind the prices of such alternative products as hogs and beef cattle," the statement declared. "As a result, the income of dairy people is much lower than the income of these other groups. The greater the trend in certain sections toward specialization in the production of milk, the smaller has been farm income."

"When to this situation has been added the scarcity of feeds and other increased costs," the statement continued, "it will be understood why production of pork and beef is increasing."

Fair Competitive Prices

"For dairy prices to regain competitive relation with hogs and beef cattle, and to cover advances in wages and feed costs, the natural average price of 92 score butter at Chicago should be 58.5 cents per pound; condensery milk (3.5 per cent butterfat), \$3.52 per hundredweight and milk for bottling purposes (3.5 per cent butterfat), \$4.27 per hundredweight with materially higher prices required in high cost milk sheds since prices with regard to both condensery and fluid milk customarily vary by region."

"Such a program of restoring equity of income," the statement pointed out, "requires an increase of income to dairy farmers of approximately \$700,000,000 per year. This increase may be attained by either rises in prices or by the subsidy method, but it must be attained if total milk production is to be sustained and public health assured."

"At this time," the board declared, "corn and grain supplies in relation to the number of grain consuming animal units are at the lowest levels of any period since the drought years of 1936."

"To attain maximum food from animals, it is imperative that feeds and particularly grains be allocated according to the efficiency with which different types of livestock convert them into human food. The dairy cow is preeminent in this respect. Therefore, prices of dairy products should be so set as to divert feed grains into their production," the Federation said.

The Federation reiterated its traditional opposition to subsidy programs. It went on record that it is opposed to Government subsidies in connection with price rollbacks or in lieu of necessary price increases. It expressed its appreciation for the "vigorous stand which to date the Congress has taken."

"We regret that the Administra-

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tion has embarked upon this dangerous course," the resolution said. "We deplore the fact that our people disliking subsidies, will inevitably be forced to accept them. But if subsidies come to be the rule, not only must the general level of prices for all dairy commodities be lifted but inequalities which now prevail among various regions should be leveled out."

Suggest Stamp Plan

The Federation also went on record as recommending consideration for the food stamp plan recently advanced as a means of equalizing those consumer groups of low income whose standard of living is being reduced because of wartime inequalities in buying power. "Such a plan with its free distribution of food through the regular channels of trade would control and direct properly the funds of Government into channels where that part of the population which most needs help can obtain it," the Federation said.

Special Committee Rebukes Writer of Oleo Pamphlet

AMERICA'S second butter-producing state—Iowa—is having a war of its own with the oleo interests. In the spring a publication was issued by the Economics Department at Iowa State College, which extolled the cause of the oleomargarine industry and in doing so suggested that perhaps Iowa farmers could do better in the war effort than to produce butter.

The dairy interests of the state took issue at once and demanded the recall of the pamphlet, which was not done without a scrap. College officials at first appeared to temporize with the issue and apparently wanted to avoid any direct and forthright settlement.

It was brought out during the discussions on the matter that one member of the Publications Board of the college which approved the pamphlet had previously given her blessing to filled milk—a concoction of cocoanut or other oil and skim-milk made to look like evaporated milk and, where permitted to be sold, was frequently pawned off on the consumer as evaporated milk.

It has finally been decided that the author of this pamphlet, O. H. Brownlee, will not rewrite it but that a new study will be made and the bulletin rewritten by others.

The Dairy Record in its August 4 issue, in commenting upon the special report of the college faculty committee appointed to review the

pamphlet states the following:

"It was the most bitter indictment that any educator, and particularly a scientist, can have brought against him. That committee, composed of Dr. B. W. Hammer, C. Y. Cannon, George Godfrey, Pearl Swanson, and G. H. Thomas, scathingly rebuked the author, and inferentially the publication board, when it stated that even the most casual reader

'will immediately detect in the pamphlet a spirit of animus and partianship that pervades its pages throughout, which should not be found in any publication claiming to be conducting a disinterested search for truth.'

"That courageous refusal to withhold denunciation of a shabby piece of work through a spirit of noblesse oblige will restore waning faith in the integrity of men in academic pursuits."

"Did you notice Laura is getting a double chin?"

"Yes, I guess it was too much work for one."

Mother was telling stories of the time she was a little girl. Little Harold listened thoughtfully as she told of riding a pony, sliding down the haystack and wading in the brook on the farm.

Finally he said with a sigh, "I wish I had met you earlier, mother."

Hay Cut Late in Day Has Greater Food Value

Scientists from Cornell University report that hay crops are most valuable if cut late in the day, either late afternoon or after supper. The basis of this recommendation is the discovery that the sugar and starch content of the hay crop is materially higher after a day of bright sunshine than it is early in the morning or after two or three days of cloudy weather.

These tests were made by Professor O. F. Curtis of Cornell University who found that alfalfa hay cut in the late afternoon produced 92 pounds, or 90 percent, more sugar and starch to the acre than the hay cut in the early morning. Carrying his tests further he discovered that an acre of alfalfa cut in the late afternoon had 713 pounds, or 25 percent, more dry matter to the acre than similar plots of hay harvested early in the morning.

These tests were made with hay which was artificially dried. Other tests in which the hay was field cured showed 50 pounds more sugar and starch per acre and an additional 500 pounds of total dry matter per acre.

The basis of this difference is found in the fact that plants manufacture the sugar and starch from the carbon dioxide in the air and the juices of the plant in the presence of light and the bright sunlight during the day completes the necessary requirements for the manufacture of the sugar and starch.

This indicates a need for possible revision of haying practices. Each farmer will have to work out for himself the relative cost of changes in his farming program as compared with the added value of hay cut in the late afternoon so as to take advantage of this condition.

C. E. Ladd Passes

Agriculture lost a great leader with the death from a heart attack of Carl E. Ladd, dean of the New York State College of Agriculture of Cornell University on July 23. Dr. Ladd had been director of extension at Cornell University since 1925 and became dean of agriculture and home economics in 1932.

He was well-known to leaders of Pennsylvania agriculture and had participated in programs of numerous Pennsylvania farm groups during the past several years.

We are of the same opinion as the man who said: "Well, I suppose if we lined up our troubles with those of our neighbors and friends, we'd still choose our own."

Our internal affairs are not perfect, could be improved of course, but even though the ABC, the MNO, RST or even the XYZ may displease you—please, PLEASE, don't take it out on the AEF.

GULF LIVESTOCK SPRAY?



...you can still get it!

ASIDE FROM THE FACT that it is available, there are some other things about the wartime Gulf Livestock Spray which we want you to know—

The formula has been changed because of wartime restrictions. But wartime Gulf Livestock Spray kills stable flies, horn flies, sand flies, buffalo gnats, and mosquitoes, and repels these insect pests—as effectively as the original Gulf Livestock Spray did.

The ingredients in the new Gulf Livestock Spray are the best now obtainable, and the Spray is still sold on a basis of SATISFACTION GUARANTEED OR YOUR MONEY BACK.

However, the wartime Gulf Livestock Spray is not so free from odor and taste as formerly, and it should not be allowed to come in contact with the milk or milking utensils. Reasonable care should be used when spraying Gulf Livestock Spray at milking time.

Frequent shipments of wartime Gulf Livestock Spray are being made to retailers. If you are unable to get the Gulf Livestock Spray you want, leave your order with your dealer for early filling.

FOOD PRODUCTION ORDER 11, issued May 1 by the War Food Administrator, limits the use of pyrethrum-containing livestock and household sprays used in agriculture, to dairy barns, milk houses, and milk-processing plants. With every purchase of more than a quart of any pyrethrum-containing insecticide, a statement must be signed certifying that the intended use complies with this order.

NO INCREASE IN PRICES

1-Gal. Containers . . . \$1.19
2-Gallon Cans* . . . \$1.93
5-Gal. Usable Pails* . . \$4.75

ALSO IN 55-GALLON DRUMS

*While Stocks of these sized containers remain available.



GULF LIVESTOCK SPRAY

For sale by many leading feed stores, milk companies, and Gulf Stations.

★ To kill and repel Axis insects—buy War Bonds ★

Dairy Situation Tense

DEALERS' buying prices for Class I milk have changed in more markets during the past two months than have prices to consumers. Such changes, however, as they affect producers usually have been comparatively small, such as a 14-cent per hundredweight increase at Evansville, Indiana, a 28-cent increase in the Portland, Oregon, market and a 20-cent increase at Winston-Salem, North Carolina, all effective on July 1. On July 6, an increase of 18.5 cents became effective in St. Paul, Minnesota.

Fluid milk prices to consumers are reported to have increased 1 cent per quart on store milk at Ft. Worth, Texas; Oklahoma City, Oklahoma; and Kalamazoo, Michigan. The only decrease reported was one-half cent per quart on store milk in the Lowell - Lawrence, Massachusetts, market, where at the same time a 1-cent per quart increase became effective on home-delivered milk. These price increases reported by the Bureau of Agricultural Economics are evidence, according to the Bureau, of the strong tone in leading fluid milk markets where supplies have been disposed of very readily during the season when one normally would expect a heavy surplus.

National milk production declined seasonally during July, after reaching the peak in mid-June. Pastures in fluid milk areas were good during the early part of the

season, but have suffered some deterioration. An excellent hay crop, however, has been reported generally. Total milk production in the U. S. during June has been estimated at 12.6 billion pounds, which is .04 percent larger than for June, 1942, and 10 percent above the 5-year (1937-41) average. The USDA reports, however, that this production is slightly lower on an average-per-person-per-day basis than it was last year.

Production per day per dairy in the Philadelphia milk shed, as indicated by a Food Distribution Administration report covering about 5000 herds, continued above last year's production throughout July, ranging from 2.9 to 4.3 percent above the corresponding weeks last year, but during the last week of July this leveled off until it was only 0.6 percent higher than last year.

Consumption of fluid milk in Northeastern markets during the years 1940-1942 has been studied recently by the Bureau of Agricultural Economics. Daily consumption per capita increased from 1941 to 1942 in all markets for which data were available, with the largest increases of 14 and 15 percent occurring in the Buffalo and the Baltimore areas. Both of these areas have experienced a rapid development of airplane manufacturing.

Complete data were not available for the Philadelphia market, but for the April-December, 1942, period complete records show .737 pints per person per day. Only four of the 14 markets exceeded this figure. They were: Arlington - Alexandria, Va., New York City, the State of Connecticut, and Boston. All of the 12 city markets studied except Pittsburgh and Baltimore had higher retail delivered milk prices during 1942 than the 14-cent price in Philadelphia. More recently, Pittsburgh's price has increased to 15.5 cents per quart.

Butter production, according to the latest weekly government report, was 5 percent less during the week ending July 29 than during the corresponding week a year earlier. Partly responsible was the lack of moisture in many butter producing areas. While drought areas are as yet only local, a moisture shortage has appeared in many sections. The South-Central states, approaching drought conditions, report an 8 percent decline in butter production from the preceding week.

All areas of the country, with the exception of the South Atlantic states, reported lower production of butter in comparison with a year

earlier. Among the heavy butter producing states the 20 percent decline in Wisconsin during the last week of July, compared with last year, is most drastic.

Total butter production from January through June, 1943, was 928 million pounds, an increase of 1.1 percent over the 918 million pounds produced in six months of 1942.

The shortage of butter for civilian use has shown no noticeable letup. The War Food Administration's "set aside" of 50 percent for government uses has been partly responsible for this extreme shortage. A reduction of the "set-aside" from 50 percent to 30 percent (originally reported as 40 percent) beginning the first of August, may relieve the situation slightly, but most retail stores are still parcelling out butter at the rate of one quarter pound per customer. Consumers have shown no noticeable discouragement at the increase in butter ration points from 8 to 10 points per pound.

The Government obviously is building up very large reserves, one estimate being around 200 million pounds. Storage figures indicate that instead of a shortage of butter we probably have on hand more butter than ever before at this time of year—157.9 million pounds on July 1, 50 million pounds over last year. Less complete figures for late July showed a continuing increase in storage supplies. There is a great deal of butter, but civilians simply can't get it. Reports from New York indicate that during late July, 65 percent of the receipts at New York were being used to fill Government set-aside requirements. Presumably, before long the facilities for storing butter will have become so crowded that the current manufacture of butter will have to find some other outlet.

This, it seems, should relieve the consumer shortage. However, declining production and probable continuing, though limited, government purchases for current use will prevent full relief. Then, too, hot weather has contributed an unusually heavy consumption of fluid milk, reducing production at the same time, thus limiting the quantities of milk available for butter manufacture.

The production of other manufactured dairy products, with certain minor exceptions, showed serious declines as compared with the production picture a year earlier. For example, roller dried skimmilk produced during the first six months

of 1943 is estimated at 119.6 million pounds, a 24 percent decrease from the first six months of 1942. During the same period the production of spray-dried skimmilk held its own much better, the 136.5 million pounds representing a decrease of 11.6 percent from last year.

Production of dried skimmilk for animal feed necessarily has been drastically reduced. The output during June was estimated at 3.4 million pounds, 55 percent less than in June last year. Moreover, the six-month figure was 58 percent under 1942. Dried whole milk production, on the other hand, still continues above previous records, the output of 14.5 million pounds during June being an all-time monthly high, 39 percent higher than last year and four times the 5-year (1937-41) average June production.

Storage stocks of American cheese, on the other hand, are much smaller, having been 116.7 million pounds on July 1, as compared with 228 million pounds last year. Later but incomplete reports from 35 cities show a continuation of this downward trend in cheese supplies. The Government "set-aside" order with respect to American cheese has been reduced from 70 percent to 60 percent and it is planned to make a further reduction to 50 percent, effective in October.

The dried skimmilk stocks on hand as of July 1, 1943, of 48 million pounds were 23 percent below a year earlier. Evaporated and condensed milk in manufacturers' hands shows a brighter picture with 373 million pounds of the former product and nearly 11 million pounds of the latter available on July 1, 1943, compared with 331 million and 7 million pounds, respectively, last year. Apparently anticipating a shortage of butterfat during the fall and winter, the storage stocks of cream had been built up to 614,000 40-quart cans of 40-percent cream as compared with 347,000 cans last year and an average of 329,000 cans for the 5-year period.

Dry skim prices—The average price per pound for dry skimmilk paid by the Agricultural Marketing Administration from June 25 to July 24, were reported by the Pennsylvania Milk Control Commission to be 13.873 cents. The average of manufacturers' wholesale selling prices during June, 1943, was 13.69 cents per pound. This average includes dried skim sold for animal feed and is approximately 11 percent above the average price quoted for June, 1942. Increasing firmness in the casein market was reported due to short supplies and the lack of imports from Argentina.

Evaporated milk production during June amounted to 386 mil-

lion pounds, 3 percent below June last year. According to the plans for the allocation of manufactured dairy products, out of the 69 million cases of evaporated milk available during the 12 months beginning July 1, 1943, only 30 million cases are allotted for civilian consumption. The prices at New York remain unchanged at \$4.20 per case in car lots and \$4.25 in 1-c.l. lots.

Butter prices under the roll-back program are currently quoted as follows in the New York market: 92 score creamery butter, OPA maximum to creameries, 41.75¢; first hand receivers' wholesale price on bulk cartons, 42.50¢.

Supplies of cream in the Philadelphia market approved for Pennsylvania, Newark and Lower Merion Township are reported by FDA to be short of current requirements, while cream approved for Pennsylvania only was a little more plentiful in relationship to demand. Prices during the week ending August 7 were reported on wholesale lots at \$24.50 to \$25.50 per 40-qt. can of 40-percent cream, whether approved for Pennsylvania only or having all approvals.

Meeting Calendar

August 31—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
September 14—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
September 21—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
September 23—Annual meeting of producers in Wilmington Inter-State Milk Market—Red Lion, Del.

Changes in Farm Income

(Continued from page 2)
Prices of livestock, grains, chickens and eggs, fresh fruits and vegetables, generally, have increased somewhat more than milk prices. Since the dairy industry occupies such an important position in the North Atlantic states, this very likely accounts for the relatively poorer showing of this section in comparison with the 40 percent increase in the West-North Central states, the 46 percent increase in the South-Atlantic states, or the 41 percent increase in the South-Central states.

A North Carolina rationing board reports that one of the mountain farmers living nearby has just found a limit to his patriotism.

"I'm trying to do my bit, patriotic-like," said the farmer, who had sworn that he and his family would abide by sugar rationing regulations, "but I'm married, have eight children, and I'm durned if I can afford to keep on a buy-in' all that sugar."



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Dairy Cow Is Tops in Making Food from Forage

The dairy cow leads all other domestic animals in converting forage and other products unsuitable for human food into suitable food materials, according to Milton Hult, president of the National Dairy Council.

Dairy cows combine nominal amounts of grain with pasture, hay, silage and other roughages to produce a maximum amount of human food. Most of the feeds consumed by dairy cows cannot be utilized by humans.

For additional concentrates above the minimum requirements, the United States Department of Agriculture reports that dairy cows will produce almost twice as much protein from the same amount of grain as will hogs. They will produce more than twice as much protein for human foods as will sheep, about four times as much as will beef cattle and substantially more than poultry. In total caloric value the dairy cow produces as much or more than any other domestic animal.

Use Caution In Clipping New Clover Seedings

Clipping of this year's clover and alfalfa seedings offers some possibilities for increasing the hay supply of farmers. Professor J. B. R. Dickey, extension agronomist of Pennsylvania State College, has reviewed experimental work on this subject.

He finds that the clipping of red, mammoth and alsike clover never caused injury and sometimes resulted in benefits if clipped during August. But sometimes more or less serious damage was caused if the cutting was done after September 1. Alfalfa also suffered definite injury from September clipping and sometimes from August clipping.

New seedings of sweet clover seemed to be hurt by late summer or fall clipping and late August and September were especially detrimental.

Earlier clipping frequently reduces competition with weeds and thereby helps the new plants, but if the clipping is delayed too long the new crop is hindered in storing up a supply of plant food for carrying it over the winter.

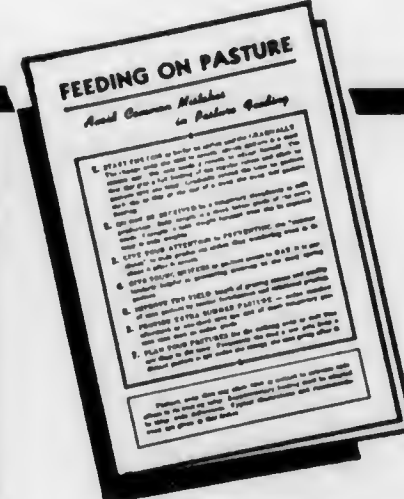
"Papa," asked Willis, "what is middle age?"

"It's the time of life, son," he replied, "when you would rather not have a good time than recover from it."

Get MORE SUMMER MILK WITH LESS GRAIN

During the Summer and early Fall, when milk production is normally at its lowest, we have the greatest opportunity to increase this year's output over last year. To help you get maximum production, Beacon makes the following suggestions:

1. Get the greatest possible use from your pastures. Clip them now to remove weeds and dead growth, and make room for new growth. Graze on meadows after hay is cut.
2. Supplement pasture with other roughages. Give the cow all the roughage she can eat. If pastures do not provide it, cut green feed, or use silage, hay, or both. Roughage is more plentiful and cheaper than grain. Feed your best roughage to the highest producing cows.
3. Feed grain according to cow's production. Be careful not to underfeed the heavy producers, and equally careful not to overfeed the low producers.
4. Cull. There is not enough feed for low producers, non-breeders or gargety cows. It is better to sell part of your herd than to underfeed. The low producers lose money for you, anyway. Drop them out.
5. Carry grain reserves for emergencies. Aim to keep on hand at least two weeks' supply of your dairy ration. Also, if you can, put in a reserve of grains—at least 5 bushels for each cow. Good oats are first choice but barley, corn or wheat are satisfactory. In a pinch, these grains can be used to stretch your dairy rations over another two or three weeks.



HELPFUL ADVICE

Send for our free pamphlet "Feeding on Pasture," containing valuable suggestions on how to avoid common mistakes in pasture feeding, and how to get the most out of excellent, good, and poor pastures. Write today.

The **BEACON**
MILLING COMPANY, Inc.
Cayuga, N. Y.

Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

Vol. XXIV

Philadelphia 8, Pa., September, 19



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Price Increases Requested At Two State Hearings

HEARINGS for the purpose of considering producer price increases were held by the Pennsylvania Milk Control Commission at Hollidaysburg on August 19 and at Harrisburg on August 20. The Hollidaysburg hearing considered prices for Area 9, Johnstown-Altoona, and Area 10, Central, among others. The Harrisburg hearing took testimony for, among others, Area 14, Lancaster; Area 15, Reading, and certain parts of Area 11, State-Wide.

Earl E. Warner, Inter-State economist and statistician, presented Inter-State's formal testimony at both these hearings. He reported especially on the results of questionnaires sent many Inter-State members in the particular areas involved and over the entire milk shed. This included definite evidence that costs are increasing faster than returns and that many farmers, especially those with herds larger than average, are finding it difficult, if not impossible, to maintain production. It was revealed, too, that in general farmers who are depending on one or more hired hands are facing serious labor difficulties.

Preceding Mr. Warner's testimony at each hearing, two members of the agricultural economics staff of Pennsylvania State College testified. Wm. L. Barr, assistant professor of agricultural economics, reported on the results of cost surveys and studies made among Pennsylvania dairymen. These studies included the cost of grain feeds, dry forage, pasture, labor and other costs involved in the production of milk. The result of his study as reported by him showed a cost of production of \$4.41 per hundred pounds of milk of 3.92% test. This price is at the farm and does not provide for the cost of hauling and similar variable marketing expenses.

Wm. Pierce, associate professor of agricultural economics, presented testimony on the competitive situation facing dairy farmers. He brought out that farmers, like any other citizens, tend to shift toward the enterprises which bring them the greatest return for their labor and costs of operation. The present milk prices, he stated, are such that farmers frequently find other farm enterprises or non-farm work more profitable than milk production, and this will doubtless result in a reduced milk production unless the present abnormal relationship is corrected.

The purchasing power among consumers was also discussed by him, it being stated that many families now have a second or third wage earner,

whereas previously there was only one wage earner, and that the great majority of urban families "are now in a better position to be able to pay for the milk they need than at any previous time in many years."

South Jersey Increase Holds, Injunction Does Not Apply

THE PRICE of Class I milk in South Jersey was increased, effective August 9, from \$3.60 to \$3.83 per hundred pounds of 3.5 percent milk. This advance was a long time in developing and even now is not definitely permanent, pending the possible outcome of a review approved by the courts. It is anticipated, however, that the present competitive situation will assure producers of getting the new price for some time. Unless the results of the review would order otherwise the increase holds in South Jersey.

As has been reported previously in these columns an increase had been under consideration for months and finally an order for this increase was issued, to be effective June 1. Upon appeal by dealers before the New Jersey Milk Control Board, this order was set aside because it was based upon evidence taken at a hearing held five months before, the price, therefore, staying at the level which had prevailed since February, 1942, and which was based upon a hearing held in November, 1941—before Pearl Harbor.

Director of Milk Control Arthur F. Foran then called a hearing which was held June 2, and on the basis of that hearing issued a new order, to be effective August 3, this price to be \$3.83 per hundredweight of 3.5 percent milk. Incidentally, this was the ceiling price under OPA regulations which were declared effective as of April 12 and which, at the same time, prevented an increase in retail prices.

The new order, which was to have been effective August 3, was appealed by a group of North Jersey dealers and processors and the Control Board, after hearing the appeal, upheld the Director's order but the effective date of the new price was delayed until August 9.

Inter-State had appeared at the hearing before the Milk Control Board at which the June 1 order was set aside, at the Director's price hearing on June 2 and at the appeal hearing before the Board late in

July, at which the Director's latest order was upheld. The North Jersey dealers then went before Judge Fred Colie and asked for an injunction against the order. When this hearing was held Inter-State appeared and insisted that since the appeal was taken by only North Jersey dealers and affected only dealers operating in areas 3, 4 and 5, any action which may be taken by the Judge should in no way affect South Jersey dealers—those in areas 1 and 2.

The Judge, following consideration of the evidence, granted a state-wide review of the price order but denied the injunction as it would affect dealers operating in areas 1 and 2 and granted the injunction for the North Jersey dealers applying for the appeal, on condition that funds be placed in escrow with the court for the purpose of covering the additional producer price.

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Two Good Jobs

- 1. Attend your Inter-State Local Meeting—Watch for notice by mail.
- 2. Make Plans Now to Attend the Inter-State Annual Meeting at Philadelphia, Pa., November 29-30.

They Are Your Meetings

And Will Be Just as Good as

You Make Them

Passing the mess hall a rookie called out to the cook: "What's on the menu tonight?"

"Oh, we've hundreds of things to eat tonight," came the reply.

"Yeah? What are they?"

"Beans."

Producers Need Price Increase, Inter-State Asks Hearing

A HEARING on Inter-State's request for increased milk prices in the Philadelphia market will, it is expected, be held very shortly. This will be a joint Federal-State hearing to amend the present marketing order for Philadelphia, so as to provide returns to producers in line with their present production costs.

This hearing was requested by Inter-State's Board of Directors at their meeting held on July 28, following which requests were made of both the Food Distribution Administration and the Pennsylvania Milk Control Commission for such hearings.

Hearings were held during August by the Pennsylvania Milk Control Commission in all Pennsylvania markets where Inter-State sells milk except the Philadelphia and Philadelphia Suburban area.

Early Action Requested

Inter-State's directors, at their August meeting, requested that another telegram be sent to Thos. G. Stitts, chief of the Dairy and Poultry Branch of FDA, urging action on this petition at the earliest possible date. The telegram follows:

"The Board of Directors of the Inter-State Milk Producers' Cooperative in regular session, Wednesday, August 25, 1943, passed a resolution urging that you take every possible step towards the early holding of the hearing in this area, which was requested by them at their last regular meeting and which was forwarded to you under date of July 30, 1943. The Pennsylvania Milk Control Commission, in response to our request, already has completed the hearings in all our areas under their jurisdiction except the suburban - Philadelphia area. On this they are waiting for your action in Philadelphia. Inter-State's Directors are extremely concerned at the present time with the seriousness of drought conditions, particularly in Delaware and the Eastern Shore of Maryland, where the pasture and feed situation is extremely critical. We beg that you do everything possible on this matter to the end that this hearing may be quickly held and an adequate increase to producers promptly be secured."

Inter-State's principal interest in making this request is for a higher Class I price, and we are presenting evidence to show the need for this increase if we are to obtain the production needed to meet our wartime demands.

These demands include, in order, the needs of the armed forces, the civilian needs and lend-lease requirements.

It is possible, also, that other amendments to the order will be requested by the handlers. The Dairy and Poultry Branch may also bring up amendments for consideration based upon experience gained in administering the order.

Market Data Assembled

Inter-State has been preparing data for several weeks on which to base its request for a higher price. This is now being developed and will be presented at the hearing.

It will be recalled that Inter-State's position at the hearing last January was for a price increase as soon thereafter as possible, with a second increase later in the season, after the peak of the spring flush.

Although it is considered that any increase resulting from this hearing is already past due, it must be remembered that the "hold-the-line" order against inflation has made it impossible to obtain increases as promptly as seems advisable.

Inter-State will maintain constant vigilance in this matter and will make every effort to make the requested increase effective as soon as possible. This will require the presentation of the necessary facts to all interested regulatory agencies, including not only the WFA and OPA, but probably the Commodity Credit Corporation, as well as the Pennsylvania Milk Commission.

Drought-Hit Farmers May Get Outside Hay

Hay is being made available to milk producers in the drought areas of Delaware, Maryland, Virginia, West Virginia and North Carolina, as a means of maintaining milk production in those areas. An announcement by the War Food Administration states that an agreement has been made between the Commodity Credit Corporation and the Southern States Cooperative Association, whereby Southern States will purchase legume hay in surplus producing areas and supply it to local dealers in the drought area.

The price paid by farmers for this hay, purchased in carload lots and based on No. 2 leafy quality will be: alfalfa hay, first cutting, \$25.00 per ton; second cutting, \$27.50; clover

Late Notice:-

The hearing will be held at 10:00 A. M., September 23, in room 2043, United States Court House, Philadelphia.

It is for producers—attend if you can.

hay, \$20.00; mixed legume hay, \$20.00, and Lespedeza hay, \$20.00. The difference between the cost and selling prices will be paid by the WFA. The price of purchases in less than car lots may be as much as \$2.50 per ton higher than these quotations. If credit or delivery service is provided the handler of the hay may add his usual charges for such services.

It is reported, also, that the CCC is making feed wheat available in the area and some corn owned by CCC is also being released.

Farmers who wish to obtain some of the hay being made available under this plan are asked to get in touch with their county agricultural agents, through whom the details will be handled. The county agents will be in position to advise as to the desirability of the various qualities of hay and the specific sources through which it can be purchased.

These hay purchases can not be made direct from Southern States but will be made through farm supply dealers and cooperatives and they can be made only to keepers of dairy cattle, and the hay must be fed to dairy cattle in the designated drought area. Every purchaser must sign an eligibility certificate.

Kent and Sussex counties in Delaware are designated as drought areas and approved for this hay purchase plan. It is possible that New Castle county may also be included.



Mary A. Doerr of Quarryville, Pa., submitted this picture of "Tiny" sharing his dinner with his feline friend.

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Wilmington - Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464.

Prizes of War Bonds for Dairy Club Members

4-H club boys and girls in Pennsylvania who are carrying on dairy projects will be eligible for certain awards, according to an announcement by **Allen L. Baker**, State 4-H club leader. These awards will be based, principally, upon the club member's dairy club records, especially as they relate to herd management and the following of sound dairy practices with his own club animals and the home dairy herd.

The score card reveals that the award will be based upon club activities, which will be weighted 25 points; records in dairy club work, another 25 points; and general dairy

knowledge and practices, 50 points.

The award to each of the winners in this contest will be a \$25.00 war bond. The funds for making these awards are being contributed by Inter-State Milk Producers' Cooperative and the Pittsburgh District Dairy Council.

J. K. Stern Joins Staff at Penn State College

Pennsylvania State College has added **J. Kenneth Stern** to its agricultural economics department staff. Mr. Stern takes over his new position after having served 12 years with the Eastern States Farmers Exchange.

Ken, a native of Blair County, is well-known to hundreds of Pennsylvania farmers and his ability is recognized especially by the leaders of the State's cooperative organizations. He will work closely with cooperatives in his new capacity.

Ken Stern graduated from Pennsylvania State College in 1927 and took his master's degree there in 1929. He spent four years as a member of the department of agricultural economics staff at the college, including the two years during which he was taking advanced studies.

During the 12 years with the Eastern States Farmers Exchange he served successively as fieldman, field service executive and director of public relations.

Personal Glimpses.

Pennsylvania State Grange has selected a new secretary, **Joab K. Mahood**. Mr. Mahood, a citizen of Bradford county, is well-known among Grange leaders of the State.

John B. Niesley, 16, son of **Director and Mrs. C. G. Niesley** of Mechanicsburg, Pa., suffered a foot injury recently when he was attacked by the herd bull on the home farm.

The new fieldman who is serving Pennsylvania Holstein breeders is **Wm. M. Rider**, until recently associated with the New York State milk advertising program. His headquarters are at Tunkhannock, Pa. He succeeds **Clarence Lyons**, now in the army.

Bill Nicholson, star outfielder of the Chicago Cubs National League baseball team, leads both the major leagues in runs batted in, with 106 through September 12. In home runs he is first in the National League, with 22, and third in the majors. Bill is the son of **Mr. and Mrs. A. Earl Nicholson**, Chester-town, Md.

MILK PRODUCERS REVIEW

Protein Feed Ceilings Raised

Price regulations covering oilseed meals, issued recently by OPA, have the effect of substantially increasing the prices of these important dairy feeds. The approximate increase of soybean meal was \$11.50 per ton; of cottonseed meal, \$10.50; peanut meal, \$10.00, and linseed meal, \$2.00.

Although these revised ceilings will probably have the effect of making more of these high protein feeds available for dairymen, they also will have the effect of increasing the cost of milk production.

Annual Meeting November 29-30

November 29-30 are the dates selected for the 1943 annual meeting of Inter-State Milk Producers' Cooperative. This meeting will be held in the Benjamin Franklin Hotel in Philadelphia and all Inter-State members who can arrange their work to attend the meeting will find it well worth while. Details of the program will be covered in the Review as they are developed.

Oleo Makers Want "No Holds Barred"

The oleo people will get us if we don't watch out. Right now they are in the middle of a high-powered drive to convince anyone and everyone possible that there should be no taxes on oleo. *The tax is only one-quarter cent per pound on oleo in its natural color, white, or ten cents a pound if colored.*

They have been instrumental in having introduced into Congress House Bill 2400, designed for this purpose. They are centering their drive on women's clubs and the grocery trade especially and, of course, hope to capture the imagination of politically emotional groups who wish to find something to crusade about.

This bill must be watched, as must the entire oleo industry, and especially its lobbying organization, the National Association of Margarine Manufacturers.

Should taxes on oleo be reduced the dairy industry would be severely handicapped. There would be no control over the oleo people and their efforts to imitate butter in color of product, artificial flavoring, "clever" advertising, or any other means which they might use to get people to use their fat in place of butter. And, should this happen the dairy industry's balance wheel, butter, will be thrown seriously out of balance, and with it the entire dairy industry.

September, 1943



This picture of the Thompson House, Upper Washington's Crossing Park, was sent in by Elizabeth R. Smith, New Hope, Pa.

Mohler Retires After 46 Years Service

One of America's great agricultural scientists went into retirement in August, after having served 46 years in the Department of Agriculture. This man, **John R. Mohler**, joined the Bureau of Animal Industry, Department of Agriculture, in 1897 and became chief of that Bureau in 1917.

It was he who outlined and carried to completion the nation-wide program to practically eliminate tuberculosis from our dairy herds. He also supervised the research work and developed the plans culminating in the present drive against Bang's disease.

His rigid fight against foot and mouth disease succeeded in eliminating this scourge from American livestock herds following outbreaks in 1914 and again in 1924, with a third minor outbreak in 1929.

Another disease, unknown in the herds of this country, was kept out of them through his prompt action when several zebu cattle were brought to this country before the first World War. Upon examination he found them teeming with the bacteria of "surra." These cattle were promptly destroyed, thus keeping our nation's herds free of another scourge.

Harrisburg Now Issues Milk Production Reports

Pennsylvania milk production was estimated at 439 million pounds in July, which is two percent below production the same month last year and eight percent less than the June, 1943, production. This information was contained in the first monthly milk production report being issued by the Federal-State Crop Reporting Service of the Pennsylvania Department of Agriculture.

In announcing this new service, **Secretary of Agriculture Miles Horst** stated that "The necessity of converting average milk production per-cow-in-herd figures as of the first of each month into some measure of total milk produced has been recognized. It is believed that the new series of monthly milk production estimates for Pennsylvania will

provide a more complete picture of the milk industry in the State and prove more useful to those interested.

"Dairy products represented 35 percent of Pennsylvania farm income in 1942. This is the largest single source of cash income that our farmers have. The industry last year brought our farmers \$138, 160,000."

The preparation of this report is under direct charge of **E. L. Gasteiger**, who is the statistician for the Federal-State Crop Reporting Service at Harrisburg.

Save All Possible Seed of Clover and Alfalfa

All farmers who have possible crops of clover and alfalfa seed are urged by extension agronomists of the Pennsylvania State College to harvest them.

Prices of such seed are advancing and what the price and supply will be next spring no one knows. There was practically none of such seed left over last spring, and unless an extra large supply is harvested this fall the shortage will be serious.

Farmers who can arrange to harvest at least enough for their own needs will be in a fortunate position. Those who can thresh some to sell, in addition, will find it profitable. Home-grown seed is well adapted to local conditions and always seems to produce the best stands and the best crops.

Dry weather in most sections of Pennsylvania has favored a good set of seed in both clover and alfalfa, while in many fields the growth is so short that it would not make a worth-while hay crop and comparatively little pasture.

The lieutenant was going his rounds at breakfast and stopped at one table with the usual query, "Any complaints?"

One soldier sprang up and said: "Yes, Sir, this tea tastes of chloride of lime."

The officer took the mug, sniffed the contents, then sipped delicately. "Nonsense," he pronounced, "that's carbolic acid."

Quota Milk Sales Plan May Reduce Needs

Inter-State readers will find on page 10 of this issue a brief discussion of the handler quota plan for restricting sales of fluid milk. Details of this plan have not been worked out. It seems quite certain, however, that Philadelphia will be one of the markets to come under this quota sales restriction order.

The quota plan is to be tried instead of rationing under the point system or other plans. This places upon each milk dealer the responsibility of allocating among his customers a certain total volume of milk and milk products—and no more.

The effect of the quota plan on total milk sales can not be foretold with any accuracy, nor can even reasonable estimates be made until the details of the plan, as applied to any certain market, are worked out. Whether we like any sales restriction or not, we must recognize that the total wartime demands for fluid milk and manufactured dairy products is greater than the possible production under present conditions.

We can be reasonably sure, however, that wherever this quota plan is put into effect, total sales of fluid milk will likely be cut back somewhat and further increases may be prevented, thus avoiding more drastic cuts in supplies for manufactured dairy products, especially butter.

We do know that there has not been enough milk available to supply the demand for manufactured dairy products and that the steadily increasing demand for fluid milk has contributed to the seriousness of the manufactured dairy product situation.

Crowgey Jerseys Will Be Sold Sept 24

One of Maryland's outstanding Jersey herds is being dispersed on Friday, September 24, when **Mr. and Mrs. H. B. Crowgey** of Elkton are selling 53 cows, 20 bred heifers and their herd sire. These animals are all purebred Jerseys and from a herd which has been tuberculin and Bangs accredited for the past nine years. Thirty years were spent in building up this herd to its present high standard.

The farm is located on Highway 213, one and one-half miles south of Elkton, Md., and the sale will start at 12:00 noon.

Many mormal necessities for the farm and home cannot be bought now. Today's War Bonds and Stamps can be used after the war for making these purchases.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I July, Aug.	Class II July, Aug.	Class III July, Aug.
Philadelphia Suburban	1A	\$3.85	\$3.296	\$3.433
Altoona	9	3.70	3.236	3.337
Huntington-Tyrone	10-2	3.45	3.236	3.337
State-Wide	11	3.50	3.236	3.337
Lancaster	14	3.73	3.253	3.355
Reading	15	3.70	3.253	3.355

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

July	I	IA	II	III	*Bonus
Cream Top Dairy	95	0	0	5	—
Eachus Dairy Co.	92.44	0	7.56	0	—
Williamsburg Dairy	100	0	0	0	—

August

Blue Hen Farms	87	x	13	x	—
Clover Dairy Co.	87	x	13	x	—
Fraim's Dairy	91.82	x	8.18	x	78

New Jersey

July	Norm	Cream	Bonus
Arrowhead Shoemaker (% of norm)	100	Balance	—

August

Abbotts Dairies	(Class percentages not announced)	97.7	—
Castanea Dairy	93	7	—
Supplee-Wills-Jones (% of norm)	100	Balance	—

* Percentage of production on which "A" producers were paid Grade "A" bonus.

Prices Paid for 4% Milk

July	Location	Area	Price
Bechtel, I. Lloyd	Royersford, Pa.	1A	\$3.833
Cream Top Dairy	Lancaster, Pa.	14	3.675
Eachus Dairy Co.	West Chester, Pa.	1A	3.82
Hershey Creamery Co. (1-15)	Greencastle, Pa.	11	3.35
	(16-31)	11	3.63
Hoffman's	Altoona, Pa.	9	3.41
	Bedford, Pa.	10, Z 2	3.41
	Huntingdon, Pa.	10, Z 2	3.41
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.376
Chas. G. Waple Dairies	Tyrone, Pa.	10, Z 2	3.375
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

August

Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.83
Centerville Producers Co-op.	Centerville, Md.	—	3.65
Clover Dairy Company	Wilmington, Del.	—	3.83
Delamore Dairy	Wilmington, Del.	—	3.84
Fraim's Dairy	Wilmington, Del.	—	3.87
Greenhill Dairy	Wilmington, Del.	—	3.83
New York City Buyers	201-10 mile zone	—	3.28
Supplee-Wills-Jones	Nassau, Del.	—	3.58
West End Dairy	Wilmington, Del.	—	3.87
Western Maryland Dairy	Rising Sun, Md.	—	—

Feed Price Summary for August, 1943

Compiled by the Inter-State Milk Producers' Cooperative Inc. from data supplied by a selected list of feed dealers

(Because of the complete lack of price quotations on many items and the scarcity of quotations on other items, we are unable to compile a representative price report. Therefore, this feature will not be carried until such future time as a representative report can be obtained.)

Inter-State annual meeting — November 29-30.

Farmers who are wanting to purchase internal combustion engines will now make their applications through the War Food Administration, rather than the War Production Board as formerly.

The class was set the task of writing an essay on "Our Dog." Little Nancy was the first to finish. Her essay read: "Our Dog. We haven't got one."

One thing nice about the summer months is that even though you seldom see them, you know you have warm friends.

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
July	\$3.93	\$3.032
August	3.93	3.162
September	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
July	*\$3.60	\$2.67
August	† 3.83	2.67
September	3.83	2.67

*—This is the minimum permitted Class I price under the orders of the New Jersey Milk Control Board. A recent order issued by OPA permits a maximum Class I producer price, effective April 12, of \$3.83, an increase of 23 cents.
†—This price became effective Aug. 9, 1943. The blended (average) class I price for the entire month is \$3.77.
The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	°Dry Skimmilk
July	\$24.350	11.3125¢
August	25.4375	11.3125¢

*—Per 40-quart can of 40 percent cream;
°—Per pound of roller process dry skimmilk; each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter

Cents Per Pound
Aug., 1943—46.75*
(No change during month)
July, 1943—46.75*
Aug., 1942—41.44

*—Quotations include subsidy payments.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average price paid do not include any bonuses or premiums which producers may earn.
The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers

Dairy	Grade "A" & Premium	Grade "B"
Abbotts Dairy	\$3.96	\$3.56
Arrowhead-Shoemaker	4.00	3.60
Castanea Dairy	3.87	3.50
Ferguson's Dairy	—	3.53
Gilmour, J. C.	4.00	3.46
Kligerman Dairy	4.00	3.60
Locust Lane Farms	3.96	3.48
Parks Dairy	—	3.75
Scott-Powell Dairies	4.00	3.47
Supplee-Wills-Jones	3.88	3.54
Sylvan Seal	—	3.66
Wilson Dairy	4.00	3.51

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Prices 4% Milk, July and Aug.

These are the prices paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during July and August, 1943.

Handler	Plant Location	Location Differential	July Price	Aug. Price	Handler	Plant Location	Location Differential	July Price	Aug. Price
Market Average	f. o. b. Philadelphia	—	\$3.841	\$3.855	Pinkerton, S. D.	Media, Pa.	.07	\$3.962	\$3.910
Abbotts Dairies	Philadelphia, Pa.	—	\$3.848	\$3.877	Quaker-Maid D'y Products	Philadelphia, Pa.	—	3.928	3.976
" "	Curryville, Pa.	.339	3.479	3.508	Quinn's Dairies	Philadelphia, Pa.	—	3.933	3.916
" "	Easton, Md.	.283	3.535	3.564	Richards, F. H.	Philadelphia, Pa.	—	3.880	4.038
" "	Goshen, Pa.	.241	3.577	3.606	Rosenberger's Dairies	Hatfield, Pa.	.13	3.650	3.804
" "	Oxford, Pa.	.227	3.591	3.620	Schilling's Dairies	Philadelphia, Pa.	—	3.919	3.909
" "	Port Allegheny, Pa.	.416	3.402	3.431	Scott-Powell Dairies	Philadelphia, Pa.	—	3.847	3.825
" "	Spring Creek, Pa.	.451	3.367	3.396	" "	Ardmore, Pa.	—	3.847	3.825
Ardmore Home Dairies	Ardmore, Pa.	—	3.959	3.961	" "	Clayton, Del.	.241	3.576	3.554
Baldwin Dairies	Philadelphia, Pa.	—	3.891	3.898	" "	Fairdale, Pa.	.318	3.499	3.477
Bedminster D'ymn's Ass'n	Bedminster, Pa.	.22	3.702	3.703	" "	New Holland, Pa.	.234	3.583	3.561
Bergdoll's, John C., Dairy	Boothwyn, Pa.	.09	3.818	3.813	" "	Pottstown, Pa.	.22	3.597	3.575
Booth, Chas. T.	Chester, Pa.	.07	3.858	3.892	" "	Snow Hill, Md.	.304	3.513	3.491
Breuninger Dairies	Philadelphia, Pa.	—	3.893	3.906	Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.489	3.549
" "	Richlandtown, Pa.	.227	3.636	3.649	Suburban Dairies	Philadelphia, Pa.	—	3.849	3.851
Brookmead G'rns'y Dairies	Wayne, Pa.	.07	3.997	3.980	Supplee-Wills-Jones	Philadelphia, Pa.	—	3.487	3.519
Brown's Dairies	Glenside, Pa.	.07	3.961	4.215	" "	Bedford, Pa.	.297	3.522	3.554
Buck's Co. Fm. Dairies	Morrisville, Pa.	.22	3.678	3.665	" "	Chambersburg, Pa.	.297	3.522	3.554
Buehlers Dairy	Willow Grove, Pa.	.07	3.900	3.918	" "	Hagerstown, Md.	.304	3.515	3.547
Clover Crest Dairy Fm.	Newtown, Pa.	.13	3.780	3.781	" "	Harrington, Del.	.262	3.557	3.589
Cooklyn Milk Co.	Goldsboro, Md.	.262	3.417	3.425	" "	Huntingdon, Pa.	.332	3.487	3.519
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.926	3.916	" "	Leaman Place, Pa.	.234	3.585	3.617
Crumdale Farms Dairy	Berwyn, Pa.	.09	4.123	4.035	" "	Lewistown, Pa.	.311	3.508	3.540
Crystle, Wm. H. Dairy	Chester, Pa.	.07	3.865	3.856	" "	Mercersburg, Pa.	.311	3.508	3.540
Darlington Bros.	Darling, Pa.	.09	3.878	3.936	" "	Mt. Pleasant, Del.	.227	3.592	3.624
Deger's Dairy	Mont Clare, Pa.	.13	3.693	3.703	" "	Princess Anne, Md.	.297	3.522	3.544
Dietrich's Dairy	Reading, Pa.	.234	3.612	3.598	" "	Townsend, Del.	.234	3.585	3.617
Engel Dairy	Philadelphia, Pa.	—	3.971	3.961	" "	Worton, Md.	.255	3.564	3.596
Ervin's Dairy	Philadelphia, Pa.	—	3.983	3.958	Sylvan Seal Milk, Inc.	Philadelphia, Pa.	—	3.926	3.921
Frankford Dairies	Philadelphia, Pa.	—	4.036	4.025	Syphers Dairies	Philadelphia, Pa.	—	3.818	3.854
Galley Ice Cream Co.	Delta, Pa.	.248	3.617	3.629	Taylor's Dairy	Jenkintown, Pa.	—	3.918	3.987
Gardenville D'ymn's Ass'n	Gardenville, Pa.	.13	3.761	3.749	Turner & Wescott	Glenroy, Pa.	.234	3.459	3.515
Gardenville Fm. Dairies	Gardenville, Pa.	.13	3.905	3.995	Walnut Bank Farms	Quakertown, Pa.	.227	3.850	3.623
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.891	3.887	Warners Dairy	Berwyn, Pa.	.09	3.855	3.878
Gorman Dairies	Newtown Sq. Pa.	.07	4.005	4.003	Wawa Dairy Farms	Wawa, Pa.	.09	3.830	3.810
Greentree Creamery Ass'n	Obelisk, Pa.	.22	3.701	3.683	Willow Ridge Farm	Hatboro, Pa.	.09	3.746	—
Gross, Charles, Dairy	Philadelphia, Pa.	—	4.000	3.975	Wilmer Dairies	Conshohocken, Pa.	.07	3.770	3.819
Grubbs Dairies	Media, Pa.	.07	3.942	3.909	Wissahickon Dairy	Philadelphia, Pa.	—	4.003	4.005
Hamilton Dairies	Philadelphia, Pa.	—	3.833	3.939	Witchwood Dairy	Spring House, Pa.	.11	3.957	3.911
Hansell, A.R.	Philadelphia, Pa.	—	3.802	3.819					
Harbisons' Dairies	Philadelphia, Pa.	—	3.692	3.709					
" "	Mainland, Pa.	.11	3.876	3.881					
" "	Philadelphia, Pa.	—	3.787	3.871					
" "	Brandtsville, Pa.	.276	3.570	3.575					
" "	Byers, Pa.	.22	3.626	3.631					
" "	Carlisle, Pa.	.276	3.570	3.575					
" "	Hurlock, Md.	.283	3.563	3.568					
" "	Massey, Md.	.241	3.605	3.610					
" "	Millville, Pa.	.332	3.514	3.519					
" "	Sudlersville, Md.	.248	3.598	3.603					
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.745	3.760					
" "	Boiling Springs, Pa.	.276	3.439	3.454					
Hill Crest Farms	Eddington, Pa.	.09	3.982	3.986					
Holiday Dairy	Norristown, Pa.	.11	3.829	3.749					
Homestead G'rns'y Farm	Chester Heights, Pa.	.11	3.817	3.808					
Hutt's Dairies	Philadelphia, Pa.	—	3.921	3.918					
Individual Dairies	Philadelphia, Pa.	—	3.833	4.019					
Ivy Crest G'rns'y Dairies	Hatboro, Pa.	.09	3.978	4.080					
Jersey Queen Dairy	Philadelphia, Pa.	—	3.856	3.826					
Johnson, J. Ward Dairy	Woodlyn, Pa.	.07	3.841	3.812					
Lehigh Valley Farmers	Allentown, Pa.	.234	3.420	3.460					
Marmer, John	Bryn Mawr, Pa.	.09	3.934	3.903					
Marshall, T. Forest	Linwood, Pa.	.09	3.874	3.924					
Martin Century Farms	Lansdale, Pa.	.11	3.814	3.731					
Meyer Dairies	Ambler, Pa.	.09	3.781	3.789					
Miller-Flounders Dairy	Chester, Pa.	.07	3.929	3.900					
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	3.962	3.934					
Montg-Berk Dairy Co.	Boyertown, Pa.	.227	3.587	3.595					
Nelson Dairies	Norristown, Pa.	.09	3.822	3.834					
Oakes Dairy Farm	Chadds Ford, Pa.	.11	3.837	—					
Oakland Dairies	Fairview Village Pa.	.11	3.606	3.661					
Pennbrook Milk Co.	Philadelphia, Pa.	—	3.924	3.913					
Penn-Reed Milk Co.	Belleville, Pa.	.318	3.359	3.440					

*—The location differentials set forth in this column are as provided in paragraphs 961.8d and 961.8e of the marketing order. The location differential as set forth in paragraph 961.8d is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cents for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8e an additional deduction of 3 cents per hundredweight is permitted at such plants. (This additional deduction is not included in this listing of location differentials but where it is known to have been taken the prices shown allow for it.) Paragraph 961.8e permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

MARKET SUMMARY

	AUG. '42	JULY '43	AUG. '43
Class I price, 4% milk	\$3.70	\$4.050	\$4.050
Class II price, 4% milk	2.513	3.152	3.282
Weighted Average Price	3.424	3.841	3.855
Class I, pounds	65,148,145	72,298,854	72,731,729
Class II, pounds	16,425,128	11,102,744	9,697,729
Total pounds	81,573,273	83,401,598	82,429,458
Class I, percent	79.86	86.69	88.24
Class II, percent	20.14	13.31	11.76
Average butterfat test, %	3.86457	3.80664	3.78660
Number of producers	9,511	9,583	9,621
Value, 4% basis			
f.o.b. Philadelphia	\$2,793,050.48	\$3,203,611.75	\$3,177,617.38

Secondary Markets

Trenton

Milk production in the Trenton area has taken a rather sharp drop, probably reaching the lowest point in a long time. This was not unexpected, due to the squeeze of producers between the price ceilings and the rising costs of feed and labor, plus the inefficiency of much of the present available labor.

It is generally felt that the recent increase of \$.23 per hundred covers only a small part of the increased production cost. Another factor which is added to the increased cost of producing milk is the very poor pasture condition.

Many dairymen, in spite of the squeeze, are holding on as their patriotic duty and hoping this price situation will be eased as soon as possible.

Butter is very scarce, even farmers' families being limited, in many cases, to quarter-pound purchases at one time. This is frequently of low quality.

The Trenton Inter-State Milk Market Committee meets regularly the last Tuesday of each month and the present price situation and how to correct it have usually been subjects of discussion. It is feared that many producers will discontinue the dairy business this fall.

South Jersey

The South Jersey market is reported as very short of milk, with some dealers offering higher than ceiling prices in order to secure temporary supplies. Because of the recent "freeze" order, designed to prevent producers shifting from market to market, Inter-State members are urged to consult with their Cooperative before changing to a new buyer.

Inter-State was represented at the appeal hearing on August 18, of 17 North Jersey dealers, held before Judge Fred Colie at Millburn, by E. I. Cutler of our counsel's office and Market Manager Floyd Ealy. As a result of the hearing these dealers were allowed to carry the case to the New Jersey Supreme Court, but they must post bonds to cover the additional \$.23 per hundredweight pending the outcome of the litigation. Although the South Jersey dealers were not included in this appeal, Inter-State insisted, in order to protect the interests of members, that the order be upheld.

Members from South Jersey believe that a new hearing should be

held at the earliest possible date, especially because of the hoped for increase in the Philadelphia price as a result of the coming hearing for that area. New Jersey prices, they insist, must be kept in line with Philadelphia prices.

Wilmington

The Wilmington Market Committee met on September 9 and discussed the price situation, appointing **Director Harris B. McDowell, Market Secretary Levis Phipps and Market Manager Floyd Ealy** to meet Delaware OPA officials and discuss with them the need for an increase.

The committee will urge the Delaware OPA officials to attend the hearing on the Federal marketing order in Philadelphia, which will be held in the near future. This move is being made because the Philadelphia and Wilmington producers are so intermingled that the prices for the two markets must be kept in line and increases should be granted in both markets at the same time. Producers are beginning to favor the elimination of Class II milk during periods of short production.

Manager Ealy reported that 21 new members had been signed up in the Wilmington area during the past two months and that upward of 15 adjustments in butterfat tests had been made during the same period.

The Wilmington market is very short of milk, with most dealers compelled to make purchases from outside sources. Nineteen producers in the Wilmington area have sold their dairy herds within the past two months.

The annual business meeting and election of nine members to the Wilmington Market Committee will be held at Red Lion, Delaware, on September 23, at 7:00 P.M. This will be a dinner and business meeting and all members are urged to attend and to take an active part. The nominations for the nine committee posts follow:

Name	Address	Shipping To
John R. Butler	Middletown, Del.	Sylvan Seal
Carl W. Feucht	Elkton, Md.	Clover Dairy
Norman E. Ford	Bear, Del.	Delamare
C. Albert George	Elkton, Md.	Clover Dairy
Fred Heindol	Middletown, Del.	Clover Dairy
Irwin G. Klair	Townsend, Del.	Sylvan Seal
Victor P. Kohl	Marshallton, Del.	Fraims Dairy
Fred Martenis	Middletown, Del.	Fraims Dairy
D. A. McCleary	Elkton, Md.	Fraims Dairy
H. C. McMullen	Elkton, Md.	Blue Hen
Harvey E. Moore	Newark, Del.	Clover Dairy
Chas. B. Moore	Middletown, Del.	Clover Dairy
Norman Nivins	Bear, Del.	Clover Dairy
W. L. Phipps	Landenberg, Pa.	Blue Hen
Harry Seamans	Wilmington, Del.	Blue Hen
Julian Spry	Odessa, Del.	Sylvan Seal
Lewis Stafford	Elkton, Md.	Delamare
Alfred H. Talley	Newark, Del.	West End
	Wilmington, Del.	Fraims Dairy

Examine Grain for Weevils

Stored grain should be examined at short intervals during September and October, according to H. E. Hodgkess of Pennsylvania State College.

If the grain shows signs of heating or if insects are in the grain, he says that the grain should be fumigated immediately. The fumigant is effective while temperatures are high. When the temperatures get low the fumigant is ineffective and much grain may be destroyed. Do not fumigate after outside temperatures drop below 50 degrees Fahrenheit.

A mimeograph circular on fumigation of stored grains may be obtained from the agricultural extension offices in Pennsylvania.

"Wdytyciwss"

This word appeared on a sign above a cash register. Mystified customers asked the cashier what it meant and were in turn asked: "Why don't you take your change in War Saving Stamps?" Hundreds did.

Contouring can be counted on to increase per acre yields in certain areas as much as 10 percent. That means 50 contoured acres can produce as much as 55 acres farmed up and down the slope. Farming on the contour usually requires less fuel, less labor, less time, and less wear and tear on equipment when machines are operated on the level.

A gentleman visited the house of an old friend where the butler, an Irishman, paid every attention, and finally saw him into his car. The gentleman, who was miserly, did not tip him.

As a delicate reminder, the butler said, "Faith, sorr, if you lose your purse on the way home, remember you didn't pull it out here."

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during August, 1943.

Farm Calls	1022
Non-Farm Calls	225
Butterfat Tests	4324
Plants Investigated	45
Herd Samples Tested	212
Brom Thymol Tests	488
Microscopic Tests	202
Membership Solicitations	342
New Members Signed	55
Committee Meetings	4
Attendance	59
Other Meetings	8
Attendance	336
Local Meetings	1
Attendance	35



"Just Between Us Cows"

PROBABLY the one reason that publicity work never gets too dull is that the most surprising things can happen just when you least expect them.

Take last week for instance: we were sitting at the desk, trying to get an idea—any kind of an idea—when the telephone set up a clamor in our drowsy ears.

It was the girl at the switchboard. She said, "there's a cow out here who would like to speak to you."

We blinked momentarily and then started to chuckle, (after all, we can go along with a gag). "You know," we chortled, "at first it sounded as though you said there was a cow out there that wanted to speak to me—that's a good one isn't it!"

"That's exactly what I said," was the chilly retort.

"Now look," we came back not too graciously, "fun's fun but it's rather warm this afternoon and I ate too much lunch and let's save the funny stuff for some other—"

"Listen, wise guy," she interrupted, "I'm not trying to be funny—there's a cow out here and she seems quite annoyed about something and she keeps swishing her tail and if you don't get her out of here—"

"Oh," we gulped meekly, "well—send—her—in."

And while we sat there pinching ourselves and testing our reflexes, sure enough who should amble in but a very intelligent looking Guernsey.

We sat up, shuddered, and I suppose looked very silly and surprised.

She looked down her nose and said rather testily, "Well, are you going to ask me to sit down or aren't you?"

"Oh yes," we said, making a quick recovery, "by all means have a stanchion—I mean a chair. Sorry we don't have something a little more roomy."

"This will do very nicely, thank you," she said with a delicate sniff. Seating herself, she gave us a long piercing look and said, "You look a little upset—the heat got you or something?"

"Oh no," we countered, "it's just that—" "Yes I know," she munched, "you're probably just like all the rest of your smug fellow men—surprised to hear a cow talk."

"Well," we admitted, "it isn't every day, run-of-the-mill stuff, you know. Sometimes we go along for three or four months without having a talking cow come near the place, so you see—"

"I see one thing," she lowed, "it's a good thing I took that correspondence course in public speaking because you people are making an awful muddle of things at our expense—that's why I'm here today as the official representative of the Bovine Protective Association to—"

"Now wait a minute," we gasped, "don't tell us that you cows have organized."

"And why not, may I ask?" "Well, it just isn't—that is—well, it isn't patriotic for one thing and besides—well—oh, this whole thing is ridiculous."

This really huffed her up. "Oh is that so—well let me remind you, young man, that there are lots of things going on right now that are a bit ridiculous: all this talk about more production, more production—and do they ever consult us cows about it? Huh, I guess not. Just look at what happened to my Great Aunt on my Mother's side—Aunt Molly, it was—one of the greatest milkers that you ever shook a Babcock test at, and what happened to her—"

"Why I couldn't—" "No," she snapped, "of course you couldn't be expected to know. Well, I'll tell you what happened to her. She wound up on the butcher's block, that's where. Poor Aunt Molly. Why, she hadn't even reached her prime, and then gets it in the neck just because someone took a fancy to her T-bone."

"Well there have been some cases," we stammered, "where cows have been—"

"Needlessly slaughtered," she hissed, "needlessly slaughtered, just so some short-sighted owner could make some quick, easy money."

"Yes," we said soothingly, "that does seem a bit, as you say, short-sighted."

"Positively! Why, Aunt Molly would have been a much better investment, in the long run, as a milk cow."

"Well," we murmured, "what you say may be all very true and we are especially sorry to hear about your Aunt Molly but I don't see what we could possibly do about—"

"You write publicity, don't you?" she snapped.

"Then the least you can do is horn us in and tell our side of the story. If there is one thought that we cows don't relish even a little bit it's being converted into beef-stew or hamburger—we just weren't raised that way!"

"But," we protested, "don't you think you're getting yourself wrought up unnecessarily Miss—I'm sorry but I don't believe I caught your name."

"My name is Irma but I don't see where

that has anything to do with—" "What I started to say, Miss Irma, is you really have nothing to worry about—why there's a scarcity of milk and—" "Nothing to worry about?" she stormed, "I know there is a scarcity of milk but there is also a scarcity of labor and feed and equipment and I don't know what all, so some of the farmers have just become disgusted and sold part of their herds or gone out of business altogether. Nothing to worry about—indeed!"

"Now, now," we sputtered rather lamely. "Now, now is right," she fumed, "now is the time to do something about it or we cows will just have to take matters into our own hands. We'll strike, that's what we'll do."

"Strike!" we scoffed, "now really Miss whatever-your-name-is—"

"Irma," she prompted.

"Oh yes—well, Miss Irma, this is really going just a little too—" "Yes, strike," she repeated, "I guess that would bring you lofty creatures down a peg or two if we suddenly decided to shut off the supply entirely. Just what would you do then?"

"Goodness," we mused, "what gruesome thoughts—a cow strike, that would be bad." "Bad?" she moaned, flipping her cud to the starboard side, "it would be catastrophic." With this she smiled at me proudly and said, "I just learned that word this week—isn't it a dandy?"

"Yes, yes," we were getting a bit impatient at this point. "But about this strike business—what do you expect us to do about it?"

"Oh," she said a little wistfully, "if you could just get the idea across that we're trying so hard to deliver the goods without complaining. We're getting less protein in our feed; sometimes we aren't even milked on time but we know how things are and still try to give 'til it hurts. We can't do everything though. You know, we're supposed to be dumb animals but we don't start these wars; we don't meddle in politics or international affairs. All we do is go along with our jobs and now, when we are needed most, good old Aunt Molly gets herself in a stew—it isn't fair."

"You certainly have a point there," we conceded, "and we'll be glad to do what we can—but what about this strike business?"

"Oh, that," she said a little self-consciously, "I guess you won't have to worry much about that—you see, we cows aren't really capable of such a nasty trick. It's only our superiors who impede the wheels of progress with strikes and discontent."

"Well," she said rising, "I've just got to catch that 2:35 express back to Chester County or I'll be late for milking time. And please don't use my name in this affair—I don't like the publicity. In fact, my whole family is very sensitive about the whole thing. It's just that we wouldn't want to be a party to giving any butcher a bum steer. Oh, goodness! Look at the time—if I don't hurry I won't be finished in time for our Cow-operative meeting tonight!"

With this she flounced out and I haven't seen nor heard of her since.

Yessir, we certainly do meet some interesting people in this kind of work.

O. P. A. Order Intended to Prevent Changing Markets

THE Office of Price Administration has issued a regulation known as Amendment 13 to Maximum Price Regulation No. 329, designed to prevent milk dealers and markets from "raiding" sources of supply of other dealers and markets. Its intent is to "freeze" producers to their present markets. Although this amendment was issued on July 30, much uncertainty as to its interpretation and actual effect existed until very recently.

The amendment provides in part — "If a purchaser did not purchase milk from a particular producer during January, 1943, but subsequently purchases from that producer, the maximum price that he may pay shall be the highest price which any purchaser paid that producer during January, 1943, (or the price subsequently established in accordance with the provisions of this regulation for such purchaser who bought from that producer during January, 1943), subject to the same price differentials for grade and quality which were in effect for the producer during that month."

It is understood, according to the best advices we have been able to obtain, that this OPA order does not supersede marketing agreements or orders issued by the Food Distribution Administration. It would seem, therefore, that a producer might change from one handler to another who is operating under such an order.

It also seems that this order would not prevent a producer coming from a market not under a Federal order to one that is under such an order. Producers would, it appears, be prevented from changing from one market to another market that is not under a Federal order in order to obtain a higher price than that producer received last January or higher than the latest OPA price

regulation of the market where he shipped last January.

Since both the handler and the producer who may be involved in making a change from one market to another may be subject to heavy fines if they violate this "freezing" order, we are urging all Inter-State members to consider carefully before making any change. Inter-State will be happy to supply them with the latest information available on the subject as a help to them in determining their status under any proposed change of markets.

Just As Good As We Make It

Applies 100 per cent to all our governments — township, county, state and national.

And to "Make it Good" we must get out and vote intelligently.

This principle is every bit as true with your own Inter-State Milk Producers' Cooperative.

Attend your Local meeting.
Help Build a Better Inter-State.

Cream Whips Best When Aged and Cool

Regardless of any shortages of milk in city markets, it is probable that dairy farmers will have as much milk and cream as they may desire to use. In fact, whipping cream is one luxury that has practically disappeared from the tables of urban citizens.

But for farmers who will not be hampered by quotas, rationing or other restrictions on home-produced dairy products, some suggestions from I. E. Parkin, dairy specialist at Pennsylvania State College, on whipping cream may be helpful.

He states that a 48-hour aging period for cream is necessary for best whipping results and that this should be carried on at a temperature below 45 degrees. He adds, further, that cream of low butterfat content should be whipped at not over 45 degrees, while high butterfat content cream should be at not more than 50 degrees. The whipping job will be easier if the container and beater are both chilled immediately before the whipping operation.

Flavoring extracts may be added to the cream without affecting its stiffness or whipping quality.

Farmers May Get Shells

Farmers will be able to get rifle and shotgun ammunition under a War Production Board order recently issued. A release covering this order states that "bona fide farmers and ranchers who make application to their dealers prior to October 1, 1943, will be allowed 50 rounds of .22 caliber rim fire cartridges; 20 rounds of center fire rifle ammunition and 25 rounds of shotgun shells of any gauge."

Farmers have been given priority over sportsmen for this ammunition in order that they may protect themselves from pests and predatory animals and birds as an aid to the production of food and feed stuffs.

Urges Dairymen to Grow Own Herd Replacements

Take inventory of your dairy herd replacement needs and plan to grow your own, Dr. George E. Taylor, Rutgers University extension dairyman, urges New Jersey herd owners. That is sound advice for any dairyman, wherever located, who wants a herd that will make him more money a few years from now than it does today.

"The price of cows in the Middle West, which usually ships 25,000 dairy cows into this state annually, is higher now and further advances in price are in prospect," Dr. Taylor reports.

"The cost of growing replacements is no more than that of buying them, and it is often less where farmers make maximum use of quality roughage, including pasture, hay and grass silage.

"Breed your best cows to outstanding bulls or proved sires," the extension dairyman advises. "The services of such bulls are now available through cooperative artificial breeding units located in leading dairy counties.

"Proper feeding and curbing of the sucking habit among growing heifers are two other important points in raising the high producing stock so essential now during the present national emergency."

Two hillbillies who had never been on a train before had been drafted and were on their way to camp. A food butcher came through the train selling bananas. The two mountaineers never had seen bananas and each bought one. As one of them bit into his banana the train entered a tunnel. His voice came to his companion in the darkness:

"Jed, have you et yours yet?"
"Not yet," answered Jed. "Why?"
"Well, don't touch it. I've et one bite and gone blind."

Emergency Meeting Called To Combat Milk Shortage

IN ORDER to develop plans for preventing the Nation's milk supply from reaching a stage of acute shortage, an emergency meeting of the National Cooperative Milk Producers' Federation was announced today by **John Brandt**, Minneapolis, Minnesota, Federation president.

Representing dairy farmers in 41 states, the board of directors and leaders of the 69 member units of the Federation will meet in Washington, D. C., September 28-30. They will discuss ways and means of avoiding the point rationing of fluid milk and of combating critical shortages and inequitable distribution of butter, cheese, cream and other dairy products.

"A critical situation in the Nation's milk production has developed that involves all dairy products," Mr. Brandt declared. "The National Emergency Meeting of these representatives of thousands of dairy farmers will endeavor to formulate a program to help government officials correct the maladjustments of dairy prices and alleviate the conditions that are hampering the American dairy farmers in their efforts to produce at full efficiency for the war effort."

At the same time the Federation pointed out that if the present price policies are continued, the rate of decline in the Nation's milk production will increase. According to computations made by the national headquarters of the Federation, the end of December is apt to show milk production at least six per cent below a year ago.

According to these same Washington sources, the need for leveling up the price of dairy products this summer has manifested itself in almost every part of the country. Regional Office of Price Administration offices have had many requests for ceiling raises of one to three cents per quart. In almost all cases these requests have been filed without action. A number of groups have also visited Washington with similar appeals. To such appeals the answer has been that producers must wait until a national policy has been developed.

As a further illustration of the critical situation, Mr. Brandt said that the production decline in butter at the present time is more than seasonal. He cited five reasons for extreme consumer shortage. They are (1) a decrease in production, (2) peak storage holdings of butter owned by the Government, (3) in-

creased demand, (4) mal-distribution of butter, and (5) the absence of price or rationing control of fluid cream.

"There will be no let-up in the current civilian butter shortage before December," he said, "and even then civilian supplies will be drastically short unless prompt action is taken. Production is below last year's figures because of Government indecision on the price of dairy foods, making dairying less profitable than any other major farming project, as well as the inability of dairy farmers to obtain adequate manpower and equipment."

The emergency meeting will be the first gathering of this nature that the National Cooperative Milk Producers' Federation has ever called in Washington. All such sessions previously in the 27 years of Federation history have been held in the Midwest. This time, however, the problem is considered so acute that many of the representatives are planning lengthy stays in the city.

The National Cooperative Milk Producers' Federation is the oldest and the largest federation of commodity cooperatives in the United States. Its 69 affiliated groups range in membership from associations with only a few hundred dairy farmers to groups with many thousands in their ranks. The Federation represents more than 300,000 families who earn their living on dairy farms in 41 states.

When you go to your
Local Meeting

Fill your car!

Take your Family—or
your Neighbor-Mem-
ber—or Both

Make it a good meeting

Hide Warnings

Leather is an essential commodity, both in civilian activities and in war equipment. The military demands have greatly increased the need for high quality leather and good hides are worth real money.

The value of hides can be greatly enhanced through proper care and handling—and this starts while the hide is still a skin on an animal. Cuts and bruises of the animals must be avoided; protection against

grubs is important, while care in skinning, salting, packaging, handling and shipping the hide are all very essential.

A recent leaflet published by the Farm Credit Administration Extension Service describes briefly some of these essentials, while it is suggested further that interested persons get copies of Farmers Bulletins 1055 and 1596 from their county agent, vocational agriculture instructor or the United States Department of Agriculture at Washington, which gives detailed instructions on these various points.

Help Us Find These "Lost" Members

Sixteen members of Inter-State who have discontinued the dairy business at their old addresses, and have moved, are carried on the "lost" list of Inter-State Milk Producers' Cooperative. Efforts to reach these members by letter have resulted in the mail being returned by the post office, with the notation that they can not be located.

Checks are awaiting almost all of these lost members. Any member or other reader of the Review who knows the whereabouts of any of these lost members is urged to get in touch with Inter-State.

The list, together with the last known address, follows:

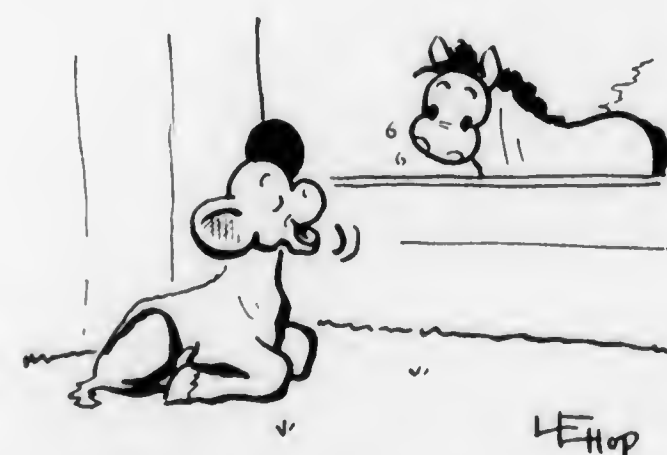
Walter V. Cain, Lancaster, Pa. R. 4
Russell F. Carter, Yardley, Pa. R.D.
J. H. Collins, Northeast, Md.
M. P. Edwards, Rock Hall, Md.
Harold Everett, Worton, Md.
H. H. Jacobs, Eagles, W. Va.
J. Nelson Jones, Glenmoore, Pa.
Del Lynam, Townsend, Del.
Wm. J. Quigley, Jr., Vineland N. J. & Sudlersville, Md.
Walter A. Schiffer, Queenstown, Md.
Elam K. Shenk, Washington Boro, Pa.
Mrs. S. Mildred Smith, Calvin, Pa.
G. Lester Spry, Centerville, Md.
Charles B. Tyler, Vienna, Md.
John Whitehead, Woodside, Pa.
Russell P. Zerby, Unionville, Pa.

In addition, seven former producers, whose applications for membership in Inter-State were not accepted, could not be located when we attempted to return their applications and membership fees. They are:

Caroline M. Cooper, Marlton, N. J.
C. G. Gipe, 244 E. Liberty Street, Chambersburg, Pa.
H. L. Hockenberry, Spring Run, Pa.
John W. Jones, Odessa, Del.
Richard E. Lippincott, Vincentown, N. J.
Fred Mantel, Browns Mills, N. J.
Nevin M. Shearer, Fannettsburg, Pa.

A pretty young girl applied for a job at a factory and was given an application blank to fill out. When she came to the line which read "Last Engaged" she hesitated a moment and then wrote in a flower-ing script:

"To Jack Miller."



"If they start rationing milk all I hafta do is take Mom out in the woods away from Government agencies and drink all I want!"

Rye for Fall Pasture Barley for Summer Feed

THIS year as never before dairy-men feel the necessity of fortifying themselves against future feed shortages. Many of these involve revised cropping practices.

Rye as a pasture supplement for late fall and early spring is suggested by John A. Conover and George Hyatt, Jr., extension dairymen from the University of Maryland. Winter barley is suggested by J. B. R. Dickey, extension agronomist of Pennsylvania State College, as a means of splicing out the feed grain supply next summer.

In their monthly Dairy Herd Improvement News Letter, the Maryland extension specialists call attention to the critical situation in that State as a result of the drought. They say, "Unfortunately for our winter feed supplies it is necessary that dairymen put their dairy herds on nearly a full winter feeding schedule. Naturally dairymen are becoming concerned about their next winter's supply of feed. We strongly urge dairymen to plant a piece of rye for late fall and early spring pasture to help out this somewhat reduced supply of feed."

"Rye can be drilled or broadcast into corn stubble, or after soybeans, or some early crop such as early potatoes have been harvested. Seed about six pecks to the acre. Rye will make an excellent fall pasture and a high yielding early spring pasture which will be ready for heavy pasturing two to three weeks before the permanent pasture in the spring. In case the land is too wet for early spring pasturing, the rye may be cut green and fed or allowed to grow and be put in the silo. Rye has the advantage for pasture over wheat or barley in that it is more vigorous, higher yielding, and can be seeded earlier.

"After the cattle have been removed in the spring, the crop may be cut for hay or allowed to mature and be harvested for grain. The yield will be reduced depending upon the lateness and amount of grazing. Many of the hay crops common to Maryland may be seeded with the rye in the spring. The rye may be heavily pastured and then plowed and the land seeded to soybeans, or sudan grass or put into corn."

Professor Dickey, in suggesting winter barley as a "feed stretcher" for next summer, calls attention to its early maturity and the fact that this will make it available for grain feeding after this year's probable short corn crop is used up. He says, "Barley is an excellent substitute for

Room for One More?

Take that neighbor-member who didn't get to the last meeting of your Local

Get every member out and make YOUR Inter-State an even better Cooperative.

corn for all classes of livestock, and new crop barley is ready to feed by midsummer, 3 or 4 months ahead of corn. While corn will produce more bushels per acre than barley, it is cheaper and easier to produce and harvest an acre of barley than of corn.

"Extension agronomists of the Pennsylvania State College report that cost account records on Lancaster county farms in 1941 showed an average acre production cost of \$29.18 for barley, or 43.2 cents per bushel. The same farms had an average corn production cost of \$46.55 per acre, or 79.8 cents per bushel. Barley weighs less per bushel than corn but is 2 percent higher in protein. When the barley is harvested, the ground generally is ready to produce a crop of hay the next year without extra labor or expense.

"Barley on good soil makes a lot more feed than wheat and a much more satisfactory feed. It also is a better nurse crop for clover and alfalfa.

"According to the agronomists, barley should be sown a couple of weeks before the best date to sow wheat. Sowing too early may be as bad as sowing too late. It should never be put on wet, poor, or very sour land. It is distinctly a good land crop. Barley should be fertilized as for wheat, or perhaps a little better."

The colored soldier had been peeling potatoes until his hands ached. Turning to a fellow K. P. he said: "What d'you suppose dat sergeant mean when he call us K. P.?" "Ah dunno," replied his co-worker, "But from de look on his face, Ah thinks he meant 'Keep Peelin.'"

She: "Is there no hope, doctor?" Doctor: "Well, I don't know. What are you hoping for?"

Use of Milking Machines

During recent years, considerable attention has been given to the importance of the time that is taken to milk with milking machines. The amount of time it takes to milk a cow by machine varies, but most cows should be milked in from three to five minutes. This difference in milking time of individual cows requires close observation by the operator but pays good dividends.

On an average, eighteen to twenty cows should be milked per hour with two units. This allows time for putting on and taking off the machine and dumping the milk.

To check the operation of your milker, we suggest that you take a clock or watch to the barn and time the milking of your herd. If you find you are taking as much as eight or nine minutes per cow, start methodically to reduce the milking time one minute per cow each week until the average milking time per cow is around four minutes.

In referring to timed or faster milking, we do not mean to increase the rate of pulsation of your milker but to accustom your herd to being milked in the shortest possible time.

This will mean more milk, less mastitis, and a material saving in time and labor.

Cook Cabbage with Milk

Cabbage is a favorite vegetable with many families and, properly prepared in a variety of ways, it can add much to the menu, says Eleanor B. Winters, home economics specialist at Pennsylvania State College.

She says, "When you cook cabbage, cook it quickly in an uncovered kettle. This leaves the cabbage crisp and there's no disagreeable odor to penetrate the house. Five-minute cabbage is tops in food value when it's cooked in milk. To each 4 cups of shredded cabbage, add 2 cups of milk. Cook until tender, four to five minutes, season with salt, pepper, and butter. Serve the milk with the cabbage."

The straight furrow may be the mark of a good plowman, but the wise farmer plows a level furrow. Water cannot run along a level furrow or row, but does run and carry soil from furrows that slope down hill.

Toastmaster (introducing the speaker): "I'm sure that Mr. Jones of the Soils and Fertilizer Department, will give you a pleasant half-hour. He is just full of his subject."

Will Limit Fluid Milk Sales By Setting Dealer Quotas

MILK quotas have been announced for many of the important consumption areas, to be effective October 1, according to a report by the War Food Administration, of which Marvin Jones is administrator.

This order by WFA provides for the establishment of a system of dealer quotas designed to limit the amount of milk available for distribution as fluid milk. It is intended to prevent fluid milk demands from making further inroads on the available supply, thus assuring more milk for manufactured dairy products, including butter, cheese, evaporated milk and dry milk powder.

Details of the program are not available in full but press reports indicate that committees will be set up in the various larger markets where the situation is becoming critical, these to be under WFA supervision. The quotas, at the start, will likely apply only in the larger and more critical areas but the plan could easily be expanded. These reports indicate, also, that sales of such products as cream, skimmilk, buttermilk and cottage cheese may be reduced somewhat below current or recent levels.

The quotas for fluid milk, it is anticipated, will be based upon the amount handled in some recent period. The WFA report indicates that dealers will be required to make equitable distribution of their sales and discriminatory practices will be prohibited.

Considering that milk sales have risen sharply since 1940 and 1941, the total milk available for consumers is likely to be well in excess of the amounts consumed in those years. Although no accurate figures are available for Philadelphia for periods earlier than April, 1942, the Market Administrator's report

shows an increase of more than nine percent in July, 1943, over July, 1942, in fluid milk sales by handlers covered by the Philadelphia milk marketing order.

It is the intention of WFA to see that children, pregnant and

nursing mothers, invalids and hospitals in general will take precedence over all other demands in obtaining milk supplies.

In the announcement of the new program, WFA warns that should the quota plan for controlling milk distribution fail to provide equitable distribution to all consumers and to regulate effectively the total volume sold, some other system would likely be inaugurated.

Seven Inter-State Districts Will Elect Directors

MEMBERS of Inter-State in seven of the 21 Districts will be called upon this fall to consider the election of directors to serve three-year terms. The election of these directors will be performed at district delegate meetings held following the Local meetings in these respective Districts.

Districts in which the term of the present directors expire in November and the names of the directors now serving each of these Districts follow:

District 5.	J. W. Keith
District 8.	Furman H. Gyger
District 10.	J. Lawson Crothers
District 13.	H. B. Stewart
District 19.	John Carvel Sutton
District 21.	Coy E. Mearkle
District 23.	Charles R. Hires, Jr.

The term of each of these directors expires, under the by-laws, at the time of the annual delegate meeting, which is being held November 29-30. The directors who are elected in these Districts, whether the present director is re-elected or a new one is named, will start the new three-year term as of the first day of the annual delegate meeting—November 29.

Men who have studied the successful operation of cooperatives in all parts of the country insist that the selection of directors to run the

affairs of a cooperative is a matter of highest importance to members. It is the duty of the directors as a body to carry out the policies of the cooperative as adopted by the delegates and to develop further policies from time to time as occasion may require. It is upon the sound judgment of these men that the present and future success of their organization hinges.

The responsibility of each director is actually two-fold—he must keep in touch with the needs of his District and he must also consider the long-time and well-rounded needs of the entire market. These are heavy responsibilities which may well have far-reaching effects on the welfare of Inter-State's thousands of members.

Treat Herd Bull Well

"Uncle Jerry" Conover, extension dairyman in Maryland, says "On recent visits to several dairy farms, I found the herd bull tucked away in a box stall in the darkest corner of the barn, no chance for exercise, no fresh air or sunlight. A bull, if he is worth anything at all, should have at least as good care as the cows. Bull pens are not expensive and the herd sire will have more years of service and be safer to handle in a pen or yard that affords exercise, sunlight, and fresh air. Plans for bull pens are available through your County Agent."

Plenty of bedding, use of superphosphate, careful storage, and frequent application of farm manures will go a long way in overcoming the lower nitrogen content of fertilizers.

Keep doors on cabinets closed when not in use. A door corner can inflict serious eye injuries. Clear steps and walks of ice and snow and rubbish; a broken hip could keep a farmer from his field for months.



These cows on the N. W. Tice farm at West Grove, Pa., know that the more they eat the more they will produce, and they are eating all they can. The picture was submitted by Donald D. Tice.

Dry Weather and Feed Shortages

have begun to cause a serious decline in the milk supply in the Philadelphia production area. This condition is not local, but has developed in a number of important fluid milk areas, including New York, from where shipments of milk were still going into the southern states.

The average deliveries per shipper per day, reported by the USDA for 5000 herds supplying the Philadelphia market, have now declined substantially below the figures for the corresponding dates last year. This is a reversal of the situation that existed from late in May, through June and July. The report for the first week in August showed production at about the same level as a year earlier and since that time it has dropped below last year. During the last week in August the average delivery per shipper per day was 297 pounds as compared with 307 during the corresponding week in 1942. Total U. S. production of milk during July is estimated by the USDA at 11.75 billion pounds. This is about the same as the high level attained last year, but there is little reason to think that total U. S. production during August can possibly be as high as it was last year. Certainly production for the state of Pennsylvania will be somewhat lower and reports from other important dairy regions indicate a similar trend.

The demand for fluid milk continued unusually active and dealers have been competing over wider areas to obtain supplies. With the opening of the school year a further stimulus has been given to demand and the severity of the milk shortage which we have heretofore predicted is now beginning to be felt. The fluid cream supply, according to the "Monthly Domestic Dairy Markets Review," published by the USDA, has been adversely affected by hot weather which stimulated demand while reducing production. This active demand, for both fluid milk and fluid cream, has had a strengthening effect on prices.

Cream prices at New York during August advanced \$1.00 to \$2.00 per can. The average cream price used by the Federal Market Administrator for the Philadelphia market was \$24.35 in July and \$25.4375 in August. This had the effect of a 13-cent increase in the Philadelphia Class II price. The first week in September the Philadelphia price for cream approved for Pennsylvania, Lower Merion and

Newark averaged \$26.00 per can and cream approved for Pennsylvania only ranged from \$25.00 to \$25.50 per can.

The supply of butter for civilian use has not shown any appreciable improvement, nor does it appear that the measures taken to improve the situation will have much effect for three or four weeks. The reduction of government set-aside requirements from 50 percent in July to 30 percent in August, reported in the last issue of the Review, did not result in more butter for civilian consumption because of two main factors; first, a number of the suppliers had fallen behind in fulfilling their government requirements and so had to make up what they had failed to supply when the 50 percent set-aside was in effect. Second, a serious decline in butter production occurred during August. Thus it has been deemed necessary to reduce set-side requirements in September to 20 percent of production and to eliminate them entirely during October.

This program for increasing the civilian supply ordinarily might improve the situation at once, but the decline in production mentioned above is likely to become even more marked, due to seasonal factors. And the increased demand for fluid milk probably will make further inroads on supplies normally available for manufactured dairy products.

Production of creamery butter, according to USDA figures, declined approximately 30 percent from June 15 to August 15 this year, whereas last year the decline in the similar period was about 20 percent. Total production of butter during July was 181.3 million pounds, whereas in July, 1942, it was 186.5 million pounds.

Fluid milk and fluid cream demands were affecting seriously the production of creamery butter in Wisconsin, Iowa and Minnesota. Production in Wisconsin for the week ending August 19 was down 25 percent compared with that week last year; in Iowa it was down 7 percent and in Minnesota it was 3 percent below last year. In the following week total production was 10 percent under last year and in Wisconsin it was down 22 percent. A further decline occurred during the week ending September 2, when total creamery butter production was 11 percent below the corresponding week last year. Particularly sharp declines in butter production were reported

in Indiana and Illinois. The recently announced War Food Administration program to limit fluid milk consumption should tend to bolster the production of butter and other manufactured dairy products.

Storage stocks of creamery butter on August 1 amounted to 209.8 million pounds compared with 148.5 million pounds last year and a 5-year average of 157.8 million pounds. The Dairy Products Marketing Association had purchased 186.8 million pounds of butter as of August 21, thus the supply of butter was extremely large, but a very large proportion of it was in government hands and not available for distribution to civilian consumers.

The increase of ration points for butter from 8 to 10 points per pound did not seem to have an appreciable effect on demand, but the more recent increase from 10 to 12 points per pound may discourage demand. The recent reduction in point value of many meats may make more attractive the use of available points for meat items.

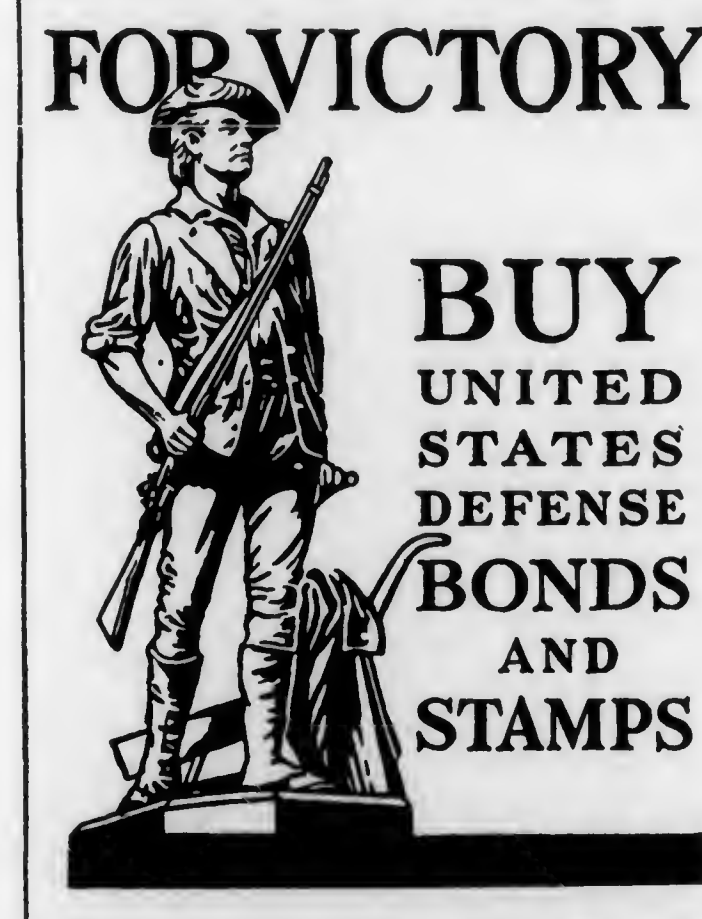
American cheese production during the week ending September 2, 1943, was 10 percent below the corresponding week of 1942, Wisconsin showing a 6 percent decrease. The south-central states, where cheese production has been built up considerably in recent years, show a 28 percent decline due to extreme drought conditions in that section. A 29 percent decline in butter production was shown in this same area.

Rationing of evaporated milk apparently has had a marked effect on consumption. According to the USDA, retail sales of evaporated milk were running 50 percent below normal during August. The strong demand for fluid milk and cream has been affecting the production of evaporated milk in somewhat the same way as it has affected the production of butter. The lack of consumer demand, however, has had the result of some competition in the retail prices, with certain chain stores advertising evaporated milk below the ceiling prices. The Federal Surplus Commodity Corporation was purchasing evaporated milk on a large scale during August, taking up to August 27, 1,424,300 cases in addition to 4,500 cases of condensed milk. Evaporated milk production the first six months of 1943 was 17 percent below last year, but during July there was a slight increase. This is very likely a temporary situation, the strong demand for fluid milk cutting into the available supply of the raw product.

Prices paid producers at condensaries in July averaged \$2.60 per hundredweight for 3.5 percent milk delivered at the plant, whereas a year earlier the prices averaged only \$1.86.

Production of dried skimmilk for human consumption during July, according to the USDA "Evaporated, Condensed and Dried Milk Report," amounted to 53.6 million pounds, 8 percent below production in July, 1942—the roller process product decreasing only 3 percent, the spray dried product being down 13 percent. Production of dried skim for animal feed in July was 63 percent below July production last year.

Dried whole milk production has continued to run strongly above previous years, with the July production estimated at 18.2 million pounds, 220 percent of July last year. Manufacturers' stocks of dried whole milk, however, were only 58 percent larger on August 1 than one year earlier, while stocks of dried skimmilk for human consumption, totalling 48.5 million pounds on August 1, were 12 percent higher.



"There's only one way to get rid of your surplus fat. Exercise and plenty of it."
"Nonsense. How do you account for my wife's double chin?"

The men had been going over the usual obstacle course—swimming across a pool of dirty water, running up a bank, climbing a seven-foot wall, scrambling through bushes and barbed wire, and finally climbing a mountain.

The colonel shouted to one of the lads as he came to the end of this jaunt:

"How do you like it, soldier?"
"Where I come from, sir, we have to go through country like this just to get to the barn."

Meeting Calendar

September 21—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
September 23—Annual meeting of producers in Wilmington Inter-State Milk Market 7:00 P. M., Methodist Community House, Red Loin, Del.
September 28—Trenton Inter-State Milk Market Committee—19 W. State St., Trenton, N. J.
October 12—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
November 29-30—Annual delegate meeting of Inter-State Milk Producers' Cooperative Benjamin Franklin Hotel, Philadelphia, Pa.
December 2-3-4—Annual meeting of National Cooperative Milk Producers' Federation—Chicago, Ill.

A new department has been established within the Diversey Corporation of Chicago, which will be devoted to the further development of improved methods in the handling of dairy sanitation problems. W. E. Noyes, at one time with the Health Department of Lansing, Michigan, has been appointed manager of this department.

The annual delegate meeting of Inter-State Milk Producers' Cooperative will be held in the Benjamin Franklin Hotel, Philadelphia, November 29-30.

The National Dairy Council will celebrate its silver anniversary early in December, with a tremendous industry meeting in Chicago. Right now the Council is busy getting its materials ready for starting its second quarter-century of constructive effort in building appreciation of the dairy industry and a better understanding of its products.

"I'm sorry—I quite forgot your party the other evening."
"Oh, weren't you there?"



LEAVES NO SOAPY FILM IN WHICH MILK-SPOILING BACTERIA CAN HIDE!

Greasy film left on utensils by soapy dish water provides an ideal hiding place for milk-spoiling bacteria. Play safe . . . protect your milk . . . by washing utensils with Dumore, the soapless cleaner that leaves no film or scale even in hard water. Specially made for dairy utensils, Dumore vigorously attacks milk fat and stubborn dirt. Rinses quickly, completely . . . economical to use . . . softens hard water. Safe for hands as well as utensils. Order from your hauler. The Diversey Corporation, Chicago, Ill.

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Your Local Meeting IS YOURS

Share It With Your Wife and the Young Folks

Watch for Mail Notice of Time and Place



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2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Buy Bonds, Here's Why

"Bonds are the wisest investment a farmer can make at this time," according to **W. F. Knowles**, extension economist at Rutgers University. He states that sometime between September 9 and 30 every farmer in New Jersey will be visited by a fellow granger or neighbor selling war bonds in the third war bond drive.

He calls attention to the fact that after every war there has been a depression and says that "It has hit farmers first and hardest. Buying bonds now will help to safeguard your family against the rainy day if and when it comes."

Whenever times are good for farmers, there is a tendency to invest in more land or in another farm, he reports. But he urges New Jersey farmers not to do it now unless they absolutely need more land. It is far better, he thinks, to invest in a fluid asset right now, an asset that can be quickly converted to cash.

"Remember, too," the economist points out, "that much of the merchandise you may be tempted to buy now is scarce and many things manufactured for the farm, home or personal use are not up to peacetime standards. New models issued when the war is over will make you wish you had waited."

College Holstein Herd Qualifies for Honors

The first Holstein herd in Pennsylvania to qualify for the Progressive Breeders Registry of the Holstein Friesian Association of America is the herd owned by Pennsylvania State College, according to an announcement by **A. A. Borland**, head of the college's dairy department. Numerous rigid qualifications must be met to achieve this honor, which is an official guarantee that a herd is of excellent dairy type and high productive capacity.

The Holstein herd of the college was established about thirty years ago and during that time constant attention to type and productive ability has culminated in this special honor.

Mother: "Johnnie, dear, I was hoping you would be unselfish enough to give your little sister the largest piece of candy. Why even that old hen will give all the nicest dainties to her little chicks and take only a tiny one once in a while for herself."

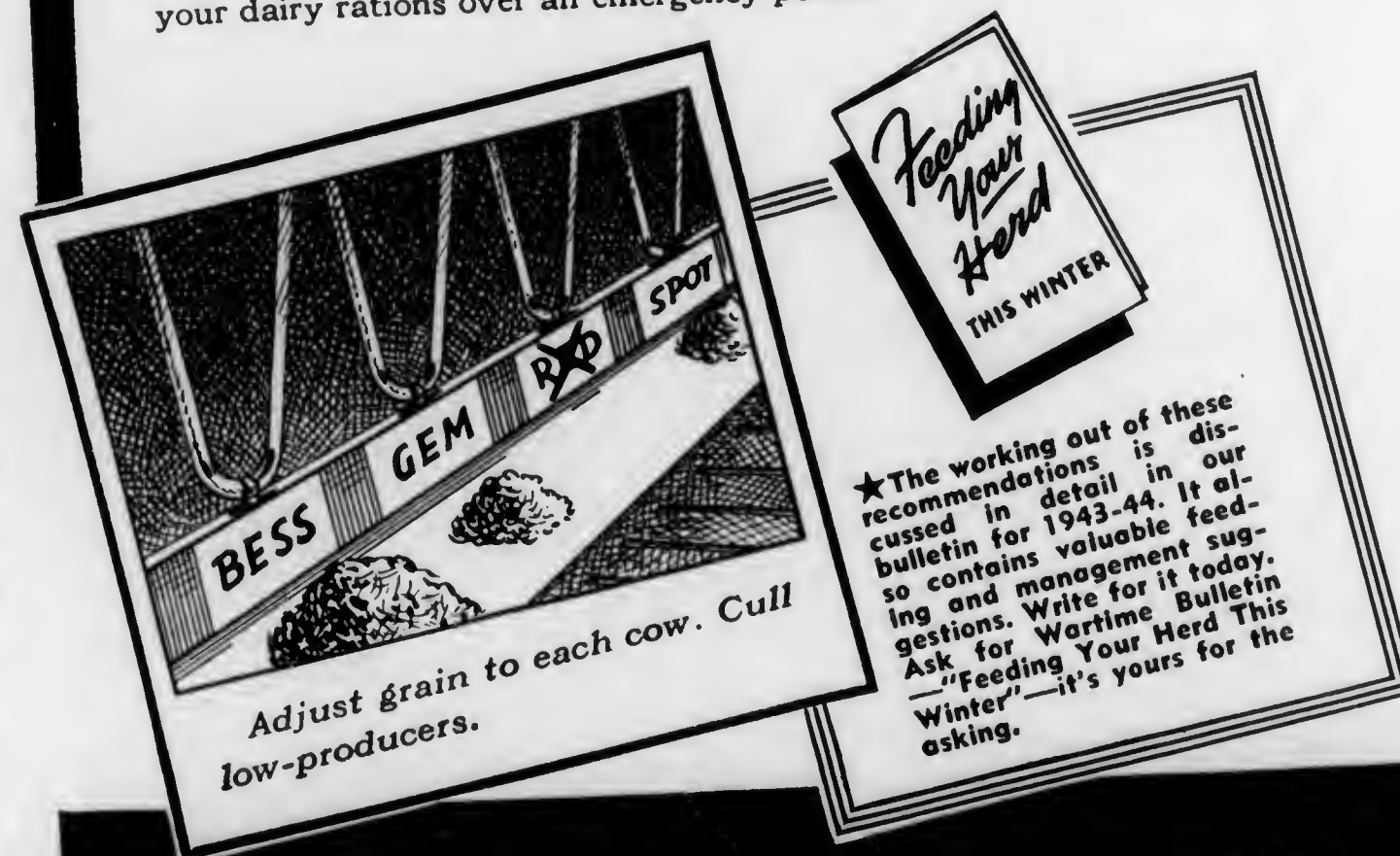
Johnnie (after watching the old hen for a while) "Well, mom, I'd do the same thing if it was worms."

6 POINT RATIONING for Dairymen!

You, too, have a rationing job to do!

For there just isn't enough feed to go around. Yet, every pound of milk you can produce is needed badly to help feed our growing armies, our civilian population and our allies. It is essential, therefore, that you ration the feed available, to get the most milk from every pound of grain. Beacon makes the following suggestions:

- ★ **CULL.** Cull low-producers, non-breeders, garget-infected cows. They lose money for you, anyway. Drop them out.
- ★ **MAKE THE MOST OF ROUGHAGES.** Feed good hay three or four times daily, to encourage its consumption. With plenty of good hay, limit silage to 15 to 25 pounds daily.
- ★ **FEED GRAIN INDIVIDUALLY.** Adjust grain to the amount and quality of roughages fed, level of milk production, butterfat test, and degree of flesh of each cow. Feed high producers for full production, but be careful not to overfeed low producers. Yearling heifers on good roughage need little or no grain.
- ★ **FIT DRY COWS AND BRED HEIFERS FOR REFRESHING.** Allow two months for the fitting period and feed liberally. A well fitted cow will be a more efficient producer. This is one of the last places you should cut in your feeding program.
- ★ **MAKE FULL USE OF YOUR OWN GRAINS.** Balance them with proper supplements so they will give maximum results. Use them so as to make the greatest possible saving of purchased concentrates.
- ★ **CARRY A FEED RESERVE.** Aim to build up a minimum of two weeks' supply of dairy rations, even if you must sell a few cows. In addition, keep on hand at least 5 bushels of grain per cow, to stretch your dairy rations over an emergency period.



The BEACON MILLING COMPANY
Cayuga, New York

Food production is the first job of American farmers. Fulfilling this assignment may mean sacrifices, but they will be very small as compared with those made by the boys who are not coming back. Food will help win the war.

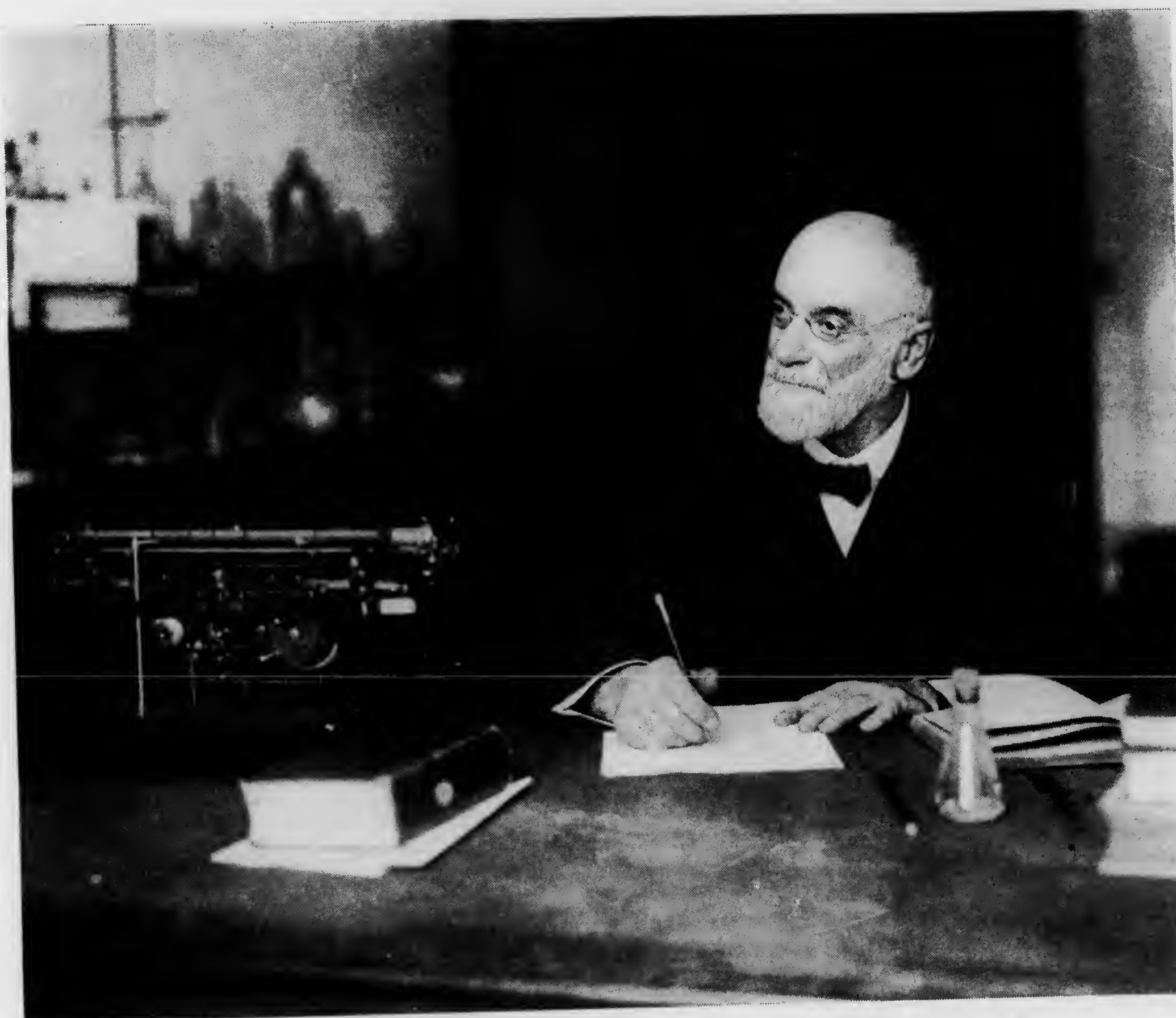
Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XXIV

Philadelphia 8, Pa., October

No. 6



At his table in the chemistry laboratories of the University of Wisconsin, Dr. Stephen Moulton Babcock thought out the famous butterfat test and pondered on problems of animal nutrition, which have since come to rich fruition.

Babcock Centennial 1843-1943

THE dairy industry may well pause to observe the centennial anniversary of the birth of one of its greatest benefactors, Stephen Moulton Babcock, inventor of the test for butterfat in milk which bears his name.

Dr. Babcock was born at Bridgewater, N. Y., October 22, 1843. He received his education at Tuft's College, from which he was graduated in 1866, later engaging in advanced study at Cornell University and at the University of Goettingen, Germany, where he was awarded the Ph. D. degree.

He returned as a member of the staff at Cornell, then served at the Geneva Experiment Station for a few years, being called to the University of Wisconsin in 1888 by the late Dean W. A. Henry. His world-famous test for determining the amount of fat in milk was discovered and developed within the next two years and announced to the world.

Perhaps his greatest claim to fame was the fact that, despite the tremendous (Please turn to page 13)

Subsidy Issue Up to Congress

NCMPF Opposes, Insists Fair Price Needed

CALLING attention to serious impending shortages in the national supply of milk and milk products, a national policy in opposition to subsidies was adopted by the National Cooperative Milk Producers' Federation in an emergency meeting held at Washington on September 28, 29 and 30. The entire force of the meeting was directed at the establishment of a new price policy that will lift dairying to a state of equality with other farm products.

In the adoption of its policy statement, which reaffirmed the Federation's long-time stand against subsidies by the government, the Federation found a new unity as the representatives from organizations in all parts of the country joined in the drafting of a forceful program.

For two entire days of morning and afternoon sessions, the representatives were in executive meetings which brought out thoroughly the dangers in the milk production crisis that is imperiling the Nation's supply of the No. 1 food, milk and dairy products.

The Federation's policy was summarized in a forceful statement which was presented to nearly 150 Senators and Representatives at a congressional dinner held during the meeting. This policy statement was presented by John Brandt of Minneapolis, Federation president.

NCMPF'S Position

The full text of the statement of policy follows:

A serious impending shortage of the national milk supply now confronts the American people. Increase of the number of ration points on butter to 16 per pound, or double the number of points originally set by the government, and the recent freeze on sales of fluid milk, are but surface manifestations of a critical condition whose advent was predicted early in the year by the National Cooperative Milk Producers' Federation. Failure of the government to provide means whereby dairy farmers could pay for advancing production costs, including higher farm wages and feed costs, is the cause of this national crisis with respect to the milk supply. An arbitrary policy of holding down prices of some dairy products and beating down the prices of others without regard to its consequences, now brings the people face to face with the stark

reality that violation of the eternal principle of supply and demand coupled with rationing of relatively low priced commodities leads to scarcity.

Instead of following the simple and natural course of adequate pricing to obtain adequate production, the government has chosen the hard way of attempting to freeze prices, freeze the free movement of producers from one outlet to another and to substitute instead various types of subsidies, to give producers partial compensation under terms and conditions which greatly inhibit their freedom.

At this time we will not attempt to discuss the relative demerits of the different types of subsidies. We limit our comment to the broad question of subsidy in lieu of adequate prices at a time when the vast majority of the people of this Nation are amply able to pay for the food which they are now eating. Such a policy is open to many objections, among which are:

The Four Big Points

1. Food subsidies represent a constantly increasing public debt which will be transferred, when they return from the war, in large part, to the men in our fighting forces, the majority of whom are now serving for \$50 per month.

2. Food subsidies are inflationary. The printing of bonds to pay for food is not unlike the printing of currency to pay for governmental expenditures when the governmental credit has run out.

3. Food subsidies imply that the government intends to share

more or less permanently the payment of the grocery bills of its citizens without regard to their capacity to pay their way through life.

4. The new milk subsidy, which we are informed is being worked out on the basis of individual subsidy payments to some three million producers of milk, will strengthen bureaucratic control over the lives of the farm people.

The payment of subsidies has developed an elaborate scheme of interlocking controls so that the terms and conditions of receiving a subsidy constitutes the exercise of policing power not contemplated by existing law. Thus government by regulation is constantly supplanting government by law; and government by regulation rapidly emerges into government by fear. Knowledge is within our possession of many instances wherein this type of governmental compulsion is being exercised coordinately by various branches of officialdom to require persons to obey regulations through pressure tactics and to make them fearful of entering the courts to protect their constitutional rights.

Subsidy Plan Inconsistent

While one branch of the government is putting an iron hand upon food cost, another branch of the government is continuously telling the Congress that the people have so much money unexpended that it must be taxed away from them and that compulsory savings must be inaugurated; and various plans are offered to utilize the increasing take-offs from the incomes of individuals. We hold that a line of distinction should be drawn between those who are able to pay their own grocery bills and those who for various reasons, such as old age, dependency, disability and lack of sufficient skill, and workers in educational, ministerial and kindred types of employment, are not able to earn a sufficient amount of money to provide a decent standard of living. For such as these, we believe that the government should in some degree supplement low standard earnings with relief payments. But for the remainder of the people, it seems to us only common sense that they should pay their own way through this war and not transfer their present living costs

(Please turn to page 11)



Mrs. Mary E. Smith, Jefferson, Maryland, identifies this picture as a corn field on her farm, on which an enormous crop of pumpkins was raised last year.

Must Have Higher Prices—

Experts Assert Milk Supply In Danger

THE need for quick adjustment of milk prices on a fair and equitable basis was repeated by practically every witness who appeared at the Federal-State hearing held in Philadelphia, September 23-24, for considering the producers' request for higher prices. That the seriousness of this situation was appreciated by the Dairy and Poultry Branch of the Food Distribution Administration, USDA, and by the Pennsylvania Milk Control Commission was evidenced when, at the close of the hearing, they gave interested parties only five days in which to file supplementary briefs.

The hearing was held at the request of Inter-State, which request was transmitted to these agencies on July 30. Inter-State's Board of Directors followed this tip with another urgent request late in August.

The testimony presented by Inter-State was the most complete and comprehensive we ever presented at any Federal or State hearing.

At Least 70 Cents Needed

Inter-State asked for an upward revision of the Class I price, changes in the Class II formula, a higher butterfat differential, the elimination of the 3-cent additional receiving station deduction now allowed, and a change which would facilitate the use and transfer of milk in periods of surplus or shortage.

On the Class I price, it was asked that a "price be established which, combined with the Class II price, will return to producers the full cost of production shown to be required by the testimony which has been presented at this hearing." Later, a specific request of at least \$.70 per hundred increase in Class I was made, with the understanding that if present cost trends continued this would have to be increased further.

It was asked that the Class II formula be changed so as to use, without adjustment, the average of all cream quotations at Philadelphia and to eliminate the price of skim milk for animal feed in determining the skim value of Class II.

A butterfat differential of 5 cents per point, instead of the present 4 cents, was requested because of the greatly increased value of butterfat in milk and in cream, as shown by cream quotations.

Inter-State's general manager, O. H. Hoffman, Jr., was the first witness to appear for producers. He

outlined briefly the problems facing them and stated that, although formerly Inter-State had depended upon its own staff to assemble and present the statistical information and factual data required at these hearings, this time we were also asking experts from the agricultural colleges in Delaware, Maryland, New Jersey and Pennsylvania to report on cost of milk production and the production conditions in their respective areas.

Ask Early Effective Action

In concluding his short opening statement, Mr. Hoffman said, "Once they (the college men) and we have given our testimony and the record is completed, we urge both you of the Federal Government and you of the Pennsylvania Milk Control Commission, who have peacetime legislative authority to fix the producer prices of milk, that you establish prices in this area which will enable our producers not only to continue their present production but possibly to increase that production still more."

"In addition, we most respectfully request that you, whoever you be, who during the war are making the final determinations in this matter, consider the testimony of these college men as well as the testimony of Inter-State, and act upon it quickly. We farmers do not desire inflation any more than do any other citizens. We probably would suffer worse from it than any other group. . . . It may take more courage to announce an increase in the price of milk than it does to let the price of eggs go up. The whole business of the war effort, however, takes courage on the part of our leadership."

"Again, on behalf of the producers supplying this market, I beg that you authorities, whoever you be, face this business with reality and act quickly and before it is too late."

Demand Ahead of Supply

The statistical brief for Inter-State was presented by Earl E. Warner, who reported on the demand for milk and dairy products and stated that according to reliable estimates, "It would require 140.6 billion pounds of milk to supply all the civilian, military and Lend-Lease requirements for milk and dairy products during 1943. We are going to get along on considerably less, probably around 118 billion pounds. Just how much

less depends on such factors as the weather, the available feed supplies, the policy of the Government on feed prices and prices of other agricultural products, the availability of labor, and the prices offered for milk. Since so much of 1943 already has elapsed, these factors will have even more effect on the 1944 supply than on that of 1943."

In commenting on the need for milk under today's conditions, he said, "We should not expect to maintain exactly the same dietary standards for our civilian population during war as during peace, yet it is possible, and vitally necessary, to maintain our national diet on a high nutritional level. Perhaps, from the viewpoint of necessity, we need to improve it, since the Nation is working longer hours. . . ."

Milk a War-Time Need

In following this situation further, he recited the policy of England, where great emphasis has been placed on milk as a war-time food, with its consumption up a third as compared with pre-war. He said, "Instead of shifting the British diet in the direction of what we might call the Chinese diet, the British chose to follow the example of their cousins in Australia and New Zealand, where the consumption of dairy products customarily has been at a high level. . . ."

Referring to the increase in milk consumption in this country as being more than a mere added purchasing power, Mr. Warner stated, "It is reasonable to believe that a considerable part of the increase in milk consumption is due to a realization on the part of the people engaged in manual labor and those working longer hours, whether in factories or in offices, that the consumption of milk has a beneficial effect on their diet and that they will thus better be able to continue their work under strenuous war-time conditions. It is equally reasonable to believe that they actually need it."

The results of questionnaires concerning production conditions in the Philadelphia milk shed were discussed by him, it being brought out that while cow numbers are being very nearly maintained, reductions are very frequent in the larger-than-average herds, where more of the work is done by hired help, and that the increases are found mainly in the smaller-than-average herds.

(Please turn to page 10)

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Incorporated
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Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464.

Corbett Becomes Secretary of American Farm Bureau

Roger Corbett has left his position as Director of the Maryland Agricultural Experiment Station to become secretary of the American Farm Bureau Federation at Chicago. This change is, in one sense, a loss to the agriculture of the Northeast and, in another sense, it may be a gain.

Dr. Corbett has had a varied and extensive career. He is a graduate of Cornell University; has served in positions of responsibility in the States of Rhode Island and Connecticut, as well as having served, for a brief period, in the USDA.

His new connection with the American Farm Bureau Federation will give that national organization a direct contact with northeastern agriculture, due to his broad and comprehensive experience.

Critical Problems Face Annual Meeting Delegates

Inter-State's 1943 meeting of delegates will be held November 29-30, at the Benjamin Franklin Hotel in Philadelphia, the same location where it has been held the last six years. A special committee to make arrangements has been at work and is developing plans for an outstanding meeting. This committee of three directors consists of A. R. Marvel, chairman, Coy E. Mearkle and Jos. S. Briggs.

The meeting promises to be of vital interest to every member of Inter-State, and especially so considering the tremendous problems facing the dairy industry today. Rising production costs, including feed, labor and supplies, plus inadequate prices, have resulted in a sharply curtailed production of recent weeks and indications are that this trend will continue, with possible serious effects on the supply of milk and dairy products and upon the future of the dairy industry.

Since only through organization and united action can these conditions be corrected, this meeting of Inter-State delegates, as well as every representative meeting of dairymen throughout the country, assumes greatly increased importance this year.

The committee is now developing a program which, as in the past, will include full reports by the officers and ample opportunity for discussion of these reports and of future policies by the delegates. The evening program is also being planned in keeping with today's conditions and should prove highly interesting to members and delegates.

It is expected that complete details of this meeting can be given in the November Review.

Hoffman Testifies Before Senate Committee

The Agricultural Committee of the U. S. Senate, at its meeting on September 30, obtained direct information on the critical situation facing dairymen throughout the country. Inter-State's general manager, O. H. Hoffman, Jr., was called upon by the committee to give to its members the facts concerning conditions now being faced by eastern dairymen.

Mr. Hoffman told of the feed

shortages, the acute labor situation, and about the psychological effect of inadequate prices and the resulting, growing discouragement over dairy prospects. This, he said, has caused a shifting of interest toward better paying farm enterprises and toward industrial jobs. The reduced production which is resulting from these factors is seriously endangering the supply of milk and milk products, which must be classed as critical wartime foods.

When asked by one Senator how this unfortunate relation of prices to costs could be corrected, Mr. Hoffman answered, very frankly, that a long-known and successful remedy for such situations could well be applied, and that is an adequate price for the product, citing the testimony of Dr. C. W. Pierce on this matter. (See page 11)

Other witnesses who testified at this hearing were Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation, who presented the statement of policy adopted by the Federation the day before; Arthur H. Lauterbach, former manager of Inter-State and now manager of the Pure Milk Association of Chicago, who spoke for the mid-western producers; and Dr. Robert Pryor of the State of Washington, representing the far West.

7 Directors to Be Elected

The terms of the directors in seven of Inter-State's 21 Districts will expire at the time of the annual meeting of delegates, November 29.

Delegates from the Locals in each of the seven Districts represented by these directors will be required to meet and elect a director for a three year term sometime not later than November 23—seven days before the annual delegate meeting as required under the by-laws.

The names of the directors whose terms expire and the Districts they represent follow:

District 5 J. W. Keith
District 8 Furman H. Gyger
District 10 J. Lawson Crothers
District 13 H. B. Stewart
District 19 John Carvel Sutton
District 21 Coy E. Mearkle
District 23 Charles R. Hires, Jr.

The directors elected by the delegates of these respective Districts will assume their new terms of office as of the first day of the annual delegate meeting, November 29.

"You should buy an encyclopedia now that your little boy is going to school."

"Not on your life. Let him walk, like I did."

Make More Milk

Philadelphia is much shorter of milk right now than I have ever known it to be. Consumption is way ahead of a year ago, and last October was way ahead of 1941. Production per herd right now is way down.

We have been wooled about pretty badly I know. We are short of feed which is high. We are short of help and wages are out of sight. Now instead of paying us outright for our milk, as we should be paid, we get news that a nation-wide subsidy is to be put into effect; and although we need at least 65 cents more on all of our milk, we will get 40 cents per hundredweight in October, November and December, and this will be paid through our county AAA Boards.

Send Resolutions Early

Members and delegates attending Inter-State's annual meeting apparently have found the present system of handling resolutions highly satisfactory, which requires that the resolutions be turned in in advance of the meeting for consideration by the committee. In continuing this plan, we are setting forth several rules to be followed, which are given herewith:

1. All resolutions must be in the hands of the committee by noon, Saturday, November 27.

2. Each resolution must be signed (a) if from a District or Local, by the president and secretary of that group; (b) if sponsored individually, by that individual.

3. Resolutions received on time will, at the direction of the Resolutions Committee, be mimeographed and copies given all delegates. They will take precedence over other resolutions.

4. Resolutions received after the deadline will not be mimeographed and will be presented from the floor by the sponsor only after other resolutions are disposed of.

By handling the resolutions in this manner, the committee can study them carefully and with deliberation in advance of the delegate meeting. They can also have the resolutions prepared in mimeographed form so that each delegate may study them carefully, and thus can give each one the proper consideration before casting his vote.

The cooperation of members, delegates and local officers on the points enumerated above will help greatly in making our annual meeting a greater success.

Let's Win the War First

Amendment to By-Laws

The Board of Directors approved an amendment to the by-laws of Inter-State Milk Producers' Cooperative at their meeting on August 25, amending Article V, Section I, by inserting the words "or December" after the word "November," so that this section reads as follows:

"Section 1. A meeting of delegates from the several Locals shall be held annually in November or December, at such time and place as the Board of Directors shall order."

British Delegates Again Visit with Inter-State

In the July issue of the Milk Producers Review, we reported to you on the visit of a delegation of British agriculturists and of their trip to Pennsylvania State College and to several farms in the Philadelphia milk shed. Two members of this delegation, T. R. Ferris and John W. Cassels, again visited the Inter-State office in mid-September, after having traversed our country from coast to coast. Professor James A. Scott Watson, agricultural attache at the British Embassy, accompanied them to Philadelphia on both occasions. We had a delightful visit with them before they returned to England.

It is our guess they didn't miss a thing that came within their range of observation. These men were just as observant and just as keen after twelve weeks of intensive study of American agriculture as they were the first week in this country. Furthermore, they thoroughly dispelled any doubt in our minds that the Englishman has a sense of humor. Few of us can match these men in that respect.

I dislike the whole subsidy idea. It just don't make sense to me to pay our milk bills out of the Treasury at a time when we not only need every penny we can raise to lick the Axis, but at a time when the consumer has more money to spend than he ever had in his life.

But that is settled for the present. The job now is to get more milk. Every one of you and I have relatives or friends in the service. Not a mother's son of them is getting what it is worth to fight and die, and while they are in that spot we have no choice but to do the one job we can do best and that is to MAKE MORE MILK.

O. H. Hoffman Jr.

Federation Names Welty Head of Policy Committee

B. H. Welty, Inter-State's President, was appointed chairman of the committee of the National Cooperative Milk Producers' Federation which formulated its statement of policy, appearing in full on page two of this issue of the Review. Mr. Welty is a director and a member of the Executive Committee of this Federation, which is one of the most influential farm groups in Washington and has done more to keep the public and Congress informed of the plight of the dairy farmer than any other organization in America.

This committee studied every detail and angle of the extensive reports given at the special Federation meeting at Washington. The statement, when finally drawn up, represented an accurate cross-section of the opinions expressed by representatives of the 60 or more organizations represented. The report was the work of nationally known dairy cooperative leaders from every section of the country.

The statement was first publicly announced at the Congressional dinner given by the Federation at Washington on September 29, and has since received tremendously wide distribution over the country. It is considered a thoroughly sound approach to the problem and is designed to steer our nation away from the pitfalls of milk and dairy product shortages, which, it appears, will overtake this country unless drastic and effective changes are made very soon.

"Brown never completed his education, did he?"

"No, he lived and died a bachelor."

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I Aug. Sept.	Class II Aug. Sept.	Class III Aug. Sept.
Philadelphia Suburban	1A	\$3.85	\$3.433	\$2.510
Altoona	9	3.70	3.337	2.471
Huntingdon-Tyrone	10-2	3.45	3.337	2.471
State Wide	11	3.50	3.337	2.471
Lancaster	14	3.73	3.355	2.471
Reading	15	3.70	3.355	2.471

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

August	I	IA	II	III	*Bonus
Cream Top Dairy	94	0	0	6	—
Hoffman's	65	12	23	0	—
Penn. Cress Ice Cream Co.	31.4	1.1	67.5	0	—
Chas. G. Waple Dairies	93.6	4.8	1.6	0	—
Williamsburg Dairy	100	0	0	0	—

September

Blue Hen Farms	90	x	10	x	—
Clover Dairy Co.	94	x	6	x	—
West End Dairy	95.22	x	4.78	x	—

New Jersey

September	Norm	Cream	"A" Bonus
Abbotts Dairies	100	—	—
Castanea Dairy	100	—	100
Supplee-Wills-Jones (% of norm)	100	Balance	—

*Percentage of production on which "A" producers were paid Grade "A" bonus.

Prices Paid for 4% Milk

August	Location	Area	Price
Bechtel, I. Lloyd	Royersford, Pa.	1A	\$3.85
Cream Top Dairy	Lancaster, Pa.	14	3.65
Hershey Creamery Co.	Greencastle, Pa.	11	3.63
Hoffman's	Altoona, Pa.	9	3.45
"	Bedford, Pa.	10, Z 2	3.45
"	Huntingdon, Pa.	10, Z 2	3.45
Penn. Cress Ice Cream Co.	Cresson, Pa.	9	3.445
Sylvan View Dairy	Lancaster, Pa.	14	3.715
Chas. G. Waple Dairies	Tyrone, Pa.	10, Z 2	3.385
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

September

Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.86
Centerville Producers Co-op.	Centerville, Md.	—	3.70
Clover Dairy Company	Wilmington, Del.	—	3.88
Delamore Dairy	Wilmington, Del.	—	3.84
Fraim's Dairy	Wilmington, Del.	—	3.90
Greenhill Dairy	Wilmington, Del.	—	3.87
New York City Buyers	201-10 mile zone	—	3.46
Supplee-Wills-Jones	Nassau, Del.	—	3.64
West End Dairy	Wilmington, Del.	—	3.89
Western Maryland Dairy	Rising Sun, Md.	—	3.79

Barker Leaves University

Maryland dairymen will lose the services of H. C. Barker, Specialist in Dairy Husbandry at the University of Maryland, as he is leaving that institution to organize a dairy and livestock sales agency and consultant service.

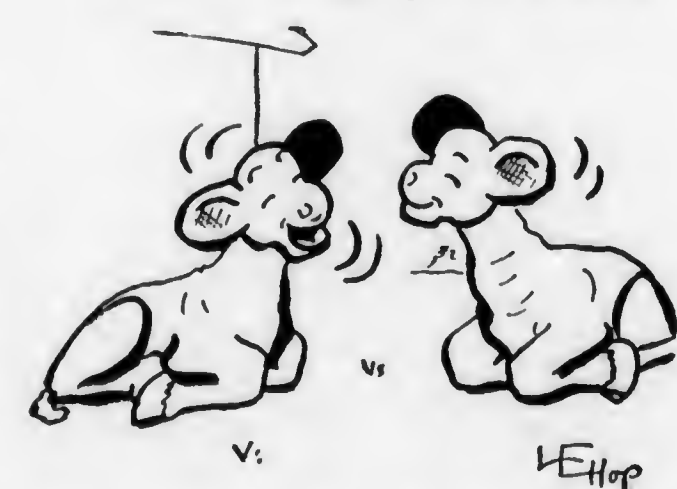
Mr. Barker joined the University of Maryland staff in 1928 and since that time has trained all Maryland's 4-H dairy judging teams, two of which have won the national contest, with none placing lower than ninth.

Mr. Barker will remain in the State of Maryland in his new work and will be in position to extend a different type of service to the dairy and livestock industries of the State.

Buy War Bonds and Stamps

"Do any of your boy friends try to go too far when they take you out driving?"
"Yes, they drive too far; it wastes time."

Cool Your Milk Carefully



"I wonder if the editor of this magazine would object if we sneak in a little 'situation wanted' ad by a couple of expert milkers!"

MILK PRODUCERS REVIEW

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
August	\$3.93	\$3.162
September	3.93	3.180
October	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
August	\$3.83	\$2.67
September	3.83	2.67
October	3.83	2.67

—This price became effective Aug. 9, 1943. The blended (average) class I price for the entire month was \$3.77.

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skimmilk
August	\$25.4375	11.3125¢
September	25.59375	11.3125¢

*—Per 40-quart can of 40 percent cream; †—Per pound of roller process dry skimmilk; each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter

Cents Per Pound
Sept., 1943—46.75*
(No change during month)
Aug., 1943—46.75*
Sept., 1942—43.93

*—Quotations include subsidy payments.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average price paid do not include any bonuses or premiums which producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers

July, 1943

Dairy	Grade "A" & Premium	Grade "B"
Abbotts Dairy	\$4.05	\$3.65
Arrowhead-Shoemaker	4.00	3.60
Castanea Dairy	3.88	3.51
Ferguson's Dairy	—	3.56
Gilmour, J. C.	4.00	3.52
Kligerman Dairy	4.00	3.60
Locust Lane Farms	3.83	3.52
Parks Dairy	—	3.75
Scott-Powell Dairies	4.00	3.54
Supplee-Wills-Jones	3.91	3.55
Sylvan Seal	—	3.76
Wilson Dairy	4.00	3.60

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

An exceedingly lively gent was astonished to read of his death in an obituary column. He called a friend.

"Did you see the paper? They printed my death notice in it."
"Yeah," said his friend. "I saw it. Where are you calling from?"

October, 1943

Prices 4% Milk, Aug. and Sept.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during August and September, 1943.

Handler	Plant Location	Location Differential	Aug. Price	Sept. Price	Handler	Plant Location	Location Differential	Aug. Price	Sept. Price
Market Average	f. o. b. Philadelphia	—	\$3.855	\$3.910	Pinkerton, S. D.	Media, Pa.	.07	\$3.910	\$3.951
Abbotts Dairies	Philadelphia, Pa.	—	\$3.877	\$3.931	Quaker-Maid D'y Products	Philadelphia, Pa.	—	3.976	4.083
"	Curryville, Pa.	.339	3.508	3.562	Quinn's Dairies	Philadelphia, Pa.	—	3.916	3.936
"	Easton, Md.	.283	3.564	3.618	Richards, F. H.	Philadelphia, Pa.	—	4.038	4.024
"	Goshen, Pa.	.241	3.606	3.660	Rosenberger's Dairies	Hatfield, Pa.	.13	3.804	3.797
"	Oxford, Pa.	.227	3.620	3.674	Schillinger's Dairies	Philadelphia, Pa.	—	3.909	3.974
"	Port Allegheny, Pa.	.416	3.431	3.485	Scott-Powell Dairies	Philadelphia, Pa.	—	3.825	3.857
"	Spring Creek, Pa.	.451	3.396	3.450	"	Ardmore, Pa.	—	3.825	3.857
Ardmore Home Dairies	Ardmore, Pa.	—	3.961	4.001	"	Clayton, Del.	.241	3.554	3.586
Baldwin Dairies	Philadelphia, Pa.	—	3.898	3.934	"	Fairdale, Pa.	.318	3.477	3.509
Bedminster D'y m'n's Ass'n	Bedminster, Pa.	.22	3.703	3.725	"	New Holland, Pa.	.234	3.561	3.593
Bergdoll's John C. Dairy	Boothwyn, Pa.	.09	3.813	3.924	"	Pottstown, Pa.	.22	3.575	3.607
Booth, Chas. T.	Chester, Pa.	.07	3.892	3.970	"	Snow Hill, Md.	.304	3.491	3.523
Breuninger Dairies	Philadelphia, Pa.	—	3.906	3.951	Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.549	3.629
Brookmead G'rns'y Dairies	Richlandtown, Pa.	.227	3.649	3.694	Suburban Dairies	Manoa, Pa.	—	3.992	4.027
Brown's Dairies	Wayne, Pa.	.07	3.980	4.091	Supplee-Wills-Jones	Philadelphia, Pa.	—	3.881	3.935
Buck's Co. Fm. Dairies	Glenside, Pa.	.07	4.215	3.935	"	Bedford, Pa.	.332	3.519	3.573
Buehlers Dairy	Morrisville, Pa.	.22	3.665	3.651	"	Chambersburg, Pa.	.297	3.554	3.608
Clover Crest Dairy Fm.	Willow Grove, Pa.	.07	3.918	3.995	"	Hagerstown, Md.	.304	3.547	3.601
Cooklyn Milk Co.	Newtown, Pa.	.13	3.781	3.897	"	Harrington, Del.	.262	3.589	3.643
Crawford, M. S. Dairy	Goldsboro, Md.	.262	3.425	3.570	"	Huntingdon, Pa.	.332	3.519	3.573
Crumdale Farms Dairy	Drexel Hill, Pa.	—	3.916	3.947	"	Leaman Place, Pa.	.234	3.617	3.671
Crystle, Wm. H. Dairy	Berwyn, Pa.	.09	4.035	—	"	Lewistown, Pa.	.311	3.540	3.594
Darlington Bros.	Chester, Pa.	.07	3.856	3.864	"	Mercersburg, Pa.	.311	3.540	3.594
Deger's Dairy	Darling, Pa.	.09	3.936	3.955	"	Mt. Pleasant, Del.	.227	3.624	3.678
Dietrich's Dairy	Mont Clare, Pa.	.13	3.703	3.872	"	Princess Anne, Md.	.297	3.554	3.608
Engel Dairy	Reading, Pa.	.234	3.598	3.672	"	Townsend, Del.	.234	3.617	3.671
Ervin's Dairy	Philadelphia, Pa.	—	3.961	3.992	"	Worton, Md.	.255	3.596	3.650
Frankford Dairies	Philadelphia, Pa.	—	3.958	4.018	Sylvan Seal Milk, Inc.	Philadelphia, Pa.	—	3.921	3.950
Gailey Ice Cream Co.	Philadelphia, Pa.	—	4.025	3.946	Syphers Dairies	Philadelphia, Pa.	—	3.854	3.910
Gardenville D'y m'n's Ass'n	Delta, Pa.	.248	3.629	3.689	Taylor's Dairy	Jenkintown, Pa.	—	3.987	3.986
Gardenville Farm Dairies	Gardenville, Pa.	.13	3.749	3.831	Turner & Wescott	Glenroy, Pa.	.234	3.665	3.760
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.995	3.975	Walnut Bank Farms	Quakertown, Pa.	.227	3.850	3.960
Gorman Dairies	Newtown Sq. Pa.	.07	3.887	3.885	Warners Dairy	Berwyn, Pa.	.09	3.878	3.910
Greentree Creamery Ass'n	Obelisk, Pa.	.22	4.003	4.084	Wawa Dairy Farms	Wawa, Pa.	.09	3.810	3.872
Gross, Charles, Dairy	Philadelphia, Pa.	—	3.683	3.658	Willow Ridge Farm	Hatboro, Pa.	.09	—	3.910
Grubbs Dairies	Media, Pa.	.07	3.975	4.013	Wilmer Dairies	Conshohocken, Pa.	.07	3.819	3.845
Hamilton Dairies	Philadelphia, Pa.	—	3.909	3.994	Wissahickon Dairy	Philadelphia, Pa.	—	4.005	3.999
Hansell, A.R.	Philadelphia, Pa.	—	3.939	3.992	Witchwood Dairy	Spring House, Pa.	.11	3.911	3.934
Harbisons' Dairies	Philadelphia, Pa.	—	3.819	3.882					
"	Mainland, Pa.	.11	3.709	3.772					
"	Philadelphia, Pa.	—	3.881	3.929					
"	Brandtsville, Pa.	.276	3.575	3.623					
"	Byers, Pa.	.22	3.631	3.679					
"	Carlisle, Pa.	.276	3.575	3.623					
"	Hurlock, Md.	.283	3.568	3.616					
"	Massey, Md.	.241	3.610	3.658					
"	Millville, Pa.	.332	3.519	3.567					
"	Sudlersville, Md.	.248	3.603	3.651					
Hernig Peter, Sons	Philadelphia, Pa.	—	3.760	3.813					
"	Boiling Spring, Pa.	.276	3.454	3.507					
Hill Crest Farms	Eddington, Pa.	.09	3.986	4.027					
Holiday Dairy	Norristown, Pa.	.11	3.749	3.867					
Homestead G'rns'y Farm	Chester Heights, Pa.	.11	3.808	3.930					
Hutt's Dairies	Philadelphia, Pa.	—	3.918	3.956					
Individual Dairies	Philadelphia, Pa.	—	4.019	4.055					
Ivy Crest G'rns'y Dairies	Hatboro, Pa.	.09	4.080	3.951					
Jersey Queen Dairy	Philadelphia, Pa.	—	3.826	3.991					
Johnson, J. Ward Dairy	Woodlyn, Pa.	.07	3.812	3.874					
Lehigh Valley Farmers	Allentown, Pa.	.234	4.460	4.490					
Marmar, John	Bryn Mawr, Pa.	—	3.903	3.957					
Marshall, T. Forest	Linwood, Pa.	.09	3.924	4.010					
Martin Century Farms	Lansdale, Pa.	.11	3.731	3.841					
Meyer Dairies	Ambler, Pa.	.09	3.789	3.803					
Miller-Flounders Dairy	Chester, Pa.	.07	3.900	3.982					
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	3.934	4.004					
Montg-Berk Dairy Co.	Boyertown, Pa.	.227	3.595	3.593					
Nelson Dairies	Norristown, Pa.	.09	3.834	3.850					
Oakes Dairy Farm	Chadds Ford, Pa.	.11	—	3.939					
Oakland Dairies	Fairview Village, Pa.	.11	3.661	3.862					
Pennbrook Milk Co.	Philadelphia, Pa.	—	3.913	3.950					
Penn-Reed Milk Co.	Belleville, Pa.	.318	3.440	3.447					

MARKET SUMMARY

	Sept. '42	Aug. '43	Sept. '43
Class I price, 4% milk	\$3.70	\$4.050	\$4.050
Class II price, 4% milk	2.595	3.282	3.300
Weighted Average Price	3.477	3.855	3.910
Class I, pounds	64,943,709	72,731,729	65,397,781
Class II, pounds	12,803,453	9,697,729	6,863,228
Total pounds	77,747,162	82,429,458	72,261,009
Class I, percent	83.53	88.24	90.50
Class II, percent	16.47	11.76	9.50
Average butterfat test, %	3.92586	3.78660	3.93452
Number of producers	9,824	9,621	9,624
Value, 4% basis, f.o.b. Philadelphia	\$2,703,654.03	\$3,177,617.38	\$2,825,122.25

*—The location differentials set forth in this column are as provided in paragraphs 961.8d and 961.8e of the marketing order. The location differential as set forth in paragraph 961.8d is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cents for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8e an additional deduction of 3 cents per hundredweight is permitted at such plants. (This additional deduction is not included in this listing of location differentials but where it is known to have been taken the prices shown allow for it.) Paragraph 961.8e permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

Secondary Markets

Wilmington

Producers supplying the Wilmington market held their annual meeting at Red Lion, Delaware, on September 23. At this meeting they elected nine members to the marketing committee, to serve for the ensuing year, as follows: Fred Martenis, Elkton, Md., chairman; John R. Butler, Middletown, Del., vice-chairman; W. L. Phipps, Wilmington, Del., secretary, and the following additional members: Irwin G. Klair, Marshallton, Del.; Chas. B. Moore, Bear, Del.; Norman E. Ford, Bear, Del.; H. C. Milliken, D. A. McMullin and Lewis Stafford, all of Newark, Del.

The principal speaker at this meeting was O. H. Hoffman, Jr., general manager of Inter-State, who gave a report on the Federal-State hearing on milk prices which was then in progress in Philadelphia, and at which substantially higher producer prices were requested.

Market Manager Floyd R. Ealy showed, by charts, how producer prices had increased during the last three years, and also a comparison of the average prices on the Wilmington market with prices received by Philadelphia producers, the comparison showing that these two groups received very nearly the same price.

The Simes Dairy at Richardson Park, Del., has recently sold out, making a total of ten smaller dealers in the Wilmington area who have sold their businesses within the last seven years.

Trenton

Milk production in the Trenton area has been declining rather sharply and steadily during recent weeks, a trend which was fully expected as a result of the increasing costs and the discouragement over delays in getting a price increase.

It was reported that one of the largest producers in the Trenton milk shed is now, with only the help of his wife, milking 40 cows and caring for 20 head of young stock and dry cows, it being impossible to secure any other competent help.

The entire Trenton Inter-State Milk Marketing Committee attended the recent hearing held by the Milk Control Board, at which Henry Fisher presented a brief for the committee. He insisted it was impossible to maintain production under present conditions, also stating that farmers were wanting a

price increase and not a subsidy.

Butter is scarce and sold usually in 1/4 pound quantities, even to farmers who do not have the time nor opportunity to shop around a lot to get it.

Sales of dairy herds are continuing and it is feared that this trend will not be stopped until the price situation improves. Local leaders are calling this to the attention of the proper government officials at every opportunity.

South Jersey

The South Jersey market committee was represented by Market Manager Floyd R. Ealy at the state-wide milk control hearing held at Trenton on September 26. In his testimony he showed that producers need an increase of two cents per quart, or approximately 90 cents per hundred pounds, for their milk. He asked, further, that Class II be eliminated during the short production periods.

No report has yet been received as to the outcome of the hearing nor any indication as to when a new price order may be issued as a result of it.

Lancaster

The local milk supply has been reduced considerably because of the drought conditions and natural downward trend of production at this season. Producers quite generally are on the equivalent of a winter feeding schedule several weeks ahead of the normal time, while local distributors are having difficulty in finding the supplies needed to meet army contracts and civilian demands.

As a result of Food Distribution Order 79, dealers in the Lancaster area are now limited in their sales to not more than the amount of fluid milk sold in June and to 3/4 of the June sales of cream, butter-milk, chocolate milk and other fluid milk products.

The tentative order issued by the Pennsylvania Milk Control Commission for Lancaster, and awaiting approval by OPA, provides a price of \$4.35 for Class I milk of 3.5 percent butterfat, an increase of 87 cents. The evidence presented at the hearing for this area in August showed a cost of \$4.41 for all milk, based on 4 percent test.

The Locals of Inter-State in the Lancaster area will hold their annual meetings soon and at these meetings will elect members to the

Lancaster Inter-State Milk Market Committee.

A hearing has been requested by the Metropolitan Cooperative Milk Producers' Bargaining Agency for the New York market, but as yet no date has been set. The New York City Board of Health has warned plant operators to continue to supply milk to New York or face possible loss of permits.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during September, 1943.

Farm Calls	1039
Non-Farm Calls	366
Butterfat Tests	4961
Plants Investigated	69
Herd Samples Tested	488
Brom Thymol Tests	324
Microscopic Tests	166
Membership Solicitations	287
New Members Signed	43
District Meetings	3
Attendance	178
Committee Meetings	3
Attendance	26
Other Meetings	16
Attendance	2279

Jersey Sends FFA Delegate

New Jersey's delegate to the 16th national convention of the Future Farmers of America is a young farm boy from Woodstown, Edward Flitcraft. His projects in connection with his vocational agriculture course in high school include dairying and poultry. In addition, he is active with his brothers in the operation of the 270-acre home farm, on which 60 milking cows are kept.

The F.F.A. convention is an annual affair and the meeting this year was held October 11-14.

Meeting Calendar

October 26—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
November 9—Altoona-Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.
November 11—Wilmington Inter-State Milk Market Committee—Newark, Del.
November 16—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
November 29-30—Annual delegate meeting of Inter-State Milk Producers' Cooperative—Benjamin Franklin Hotel, Philadelphia, Pa.
December 2-3-4—Annual meeting of National Cooperative Milk Producers' Federation—Chicago, Ill.
December 7-9—N. J. State Grange meeting—Atlantic City, N. J.
December 14—Annual Meeting of Pennsylvania State Grange—Williamsport, Pa.
January 24-28, 1944—New Jersey Farmers Week—Trenton, N. J.

"Let's Go Backstage"

Some New Angles on Dairy Council Workers

IT SEEMS to us that a good deal of time has been spent talking about outside activities of the Dairy Council and too little space devoted to some of the equally important cogs in the health educational wheel that turns at Twentieth and Race Streets.

Periodically, we have reported on new puppet shows, talks, plays, monologues, and the like—stressing the dramatic and glamorous angles of our work without giving much thought to the people who quietly and efficiently make this work possible.

It's the same way in vaudeville or the theatre. Billboards and newspapers scream the names of headliners, and never a mention of the behind-the-scenes workers without whom the show could not go on.

Well, just as an example—take Miss Hannah Warrington—the cashier and bookkeeper for the organization. There certainly wouldn't be much satisfaction or fun in working without her presence. Maybe it's because she's responsible for making out the payroll but you can ask anyone who earns his own daily bread and he will tell you that he considers this a mighty important little item.

Bookkeeping, It's Important

Not that Miss Warrington requires much time for actually making out checks but the ramifications involved these days in handling the finances of any group constitute a career in themselves: income tax, insurance, social security, city tax, hospitalization, and numerous other payroll shrinkers which make the life of any bookkeeper a series of minus signs and deductions. This is one job that carries great responsibility and can't be done "almost right."

Then there's Mrs. William D'Etore—or Miss Fowler as we've always known her; she is Mr. Cohee's secretary along with filling other numerous duties which keep her quietly occupied every day.

To her fall most of the exacting and statistical assignments such as keeping automobile reports, school program records which tabulate every single Dairy Council presentation, car insurance records, and progress reports.

In fact, we have learned that for any occasion where information involving accuracy is required, Miss Fowler can always manage to pull some figures out of a hat somewhere. There are so many innumerable

services which all the members of our office force perform in keeping things going smoothly that it seems strange we hadn't mentioned them before.

For example—school teachers and principals are always remarking and commenting upon the almost unspoiled record of our workers in being where they are supposed to be at the time they are supposed to be. This is not just coincidence—on the second floor is Miss May Bates, secretary for the Health Education Department, on whose shoulders fall the burden of arranging dates and schedules for about fifteen outside workers.

Scheduling the Talent

Innumerable phone calls and letters are involved in keeping every one fully scheduled, at the schools' convenience, without any slip-ups or conflicts to upset the busy school routine.

The weekly schedule of each staff member must be carefully checked and checked again to insure accuracy, and if one of the performers is taken ill there is a mad scramble trying to substitute another program or, if this is impossible, postponing the performance.

Arrangements for some 2719 plays, talks, and puppet shows passed over Miss Bates' desk the past year.

Working along with Miss Bates in this department is Mrs. Eismann who, in addition to helping Miss Bates arrange the schedules, supervises the mailing of posters and literature to hundreds of factories and industrial organizations which receive regular health and nutrition service from the Council.

Then, too, there is always endless stenographic work which is included in Mrs. Eismann's duties. All of the materials created by staff members must be typed in presentable form after it has been written. Council writers turn out excellent work but until it is typed and tidied up, it is slightly illegible. We often wonder how she deciphers some of the handwriting. In fact, she prepared the final copy for this article which is quite an accomplishment in itself.

Hundreds of teachers visit our office each year to select educational material to present to their pupils in the classroom. Our display room is kept attractive and up to date by Mrs. Hofmaier who interviews a good number of our visitors.

Her experience in this field is invaluable in assisting in the crea-

tion of new material because she learns, first hand, from teachers and health workers, what kinds of literature are most sorely needed.

Having an artistic flair, Mrs. Hofmaier saves a good deal of time and expense by designing and reproducing on the mimeograph machine, special notices, demonstration menus, and nutritional items which otherwise would have to be done through the combined efforts of artist and printer.

Any of the people we have mentioned can also step in and take care of the switchboard in an emergency. In fact most of them divide this work up because it has not been possible to replace the last operator who left to do defense work.

The Stock Room Job

Sooner or later, though, all of these departments must converge on Mr. Horace Way. Mr. Way is in charge of the stock room and shipping department, and is responsible for inventory, mailing, wrapping, shipping, and what not.

He wraps, labels, and mails better than a half million posters, leaflets, and booklets every year to all parts of the country, and knows exactly where to lay his hands on any one of about four hundred items carried on our shelves at all times.

As though this weren't enough to occupy a person's mind, he is always being called upon by someone to help repair a puppet theatre, carry a case, turn up the thermostat, or build a new piece of equipment for a talk or play. Most of the portable puppet theatres which we have been using for years were built by Mr. Way.

All of this simply proves that it isn't just the people standing on platforms and stages, dramatizing the results of our creative efforts, who enable us to reach hundreds of thousands of people each year to further the cause of milk and health. The insiders, too, fill a place of importance and do it without any fanfare or fan mail.

As in everything else, there is a good deal of back-stage activity which is too seldom brought into the limelight—too seldom acknowledged in the final analysis of service and achievement.

Private Smith (aboard an Atlantic convoy): "Sarge, I'm beginning to feel seasick. What can I do?"

Sarge: "Don't worry, son. You'll do it."



Top row,
left to right:
G. E. Taylor
A. G. Waller
M. M. Daugherty
G. M. Worrilow



Bottom row
left to right:
Wm. L. Barr
C. W. Pierce
A. B. Hamilton

These specialists from our four agricultural colleges placed sound and convincing testimony upon the hearing record, showing the true situation confronting dairymen.

Must Have Higher Prices

(Continued from Page 3)

The rising costs of producing milk were treated in considerable detail, showing first, a rather drastic reduction in supplies of feeds, especially in the Philadelphia milk shed; continually rising costs of the available feeds; and the lack of high protein feeds.

The farm labor supply was discussed in detail, showing the lack of help, the lack of skill, strength and ability of many who have replaced skilled farm hands, and the sharply increased wage rates which must be paid in order to obtain any help whatever.

Trend Is Away From Farm

The trend of farmers away from dairying toward better paying types of farming was emphasized by Mr. Warner, this testimony being borne out by the other witnesses called by Inter-State. Under present conditions, the dairyman is at a serious disadvantage in competing for the available feed supply and it is stated that, although the dairy cow is the most efficient means of converting livestock feeds into human food, the present relative prices tend to divert the feed from the dairy cow, a condition which can be largely corrected with proper milk prices.

No other producer testimony was presented and, significantly, no one denied the need of a higher price to producers. Witnesses for dealers asserted, however, that the distribution end of the business could absorb none of the increase.

Significant quotations from the testimony of the seven men from the staffs of the agricultural colleges

and extension services of Pennsylvania, Maryland, Delaware and New Jersey follow:

Barr Tells Pennsylvania Costs

"The total cost of milk production, based on the latest 1943 prices available, was \$4.70 per hundredweight of milk produced. Deducting the 21 cent credit results in a net cost of producing and marketing a hundred pounds of milk of \$4.49. (Average test of 3.92 percent). . . .

"Our studies show that there are at least as many farmers producing milk at costs higher than average, as at costs lower than average. During normal times consideration has been given chiefly to the average cost. At the present time the most important problem facing the dairy industry is to maintain if not increase milk production. Keeping the higher than average cost producer in the dairy business may mean the difference between meeting this goal and a critical milk shortage.

"Regardless of what method is used to calculate the cost of milk production there can be no argument that costs have increased. The cost figure of \$4.49 is not so important as is the fact that present costs are approximately one third greater than during the period covered by this study." Wm. L. Barr, Assistant Professor of Agricultural Economics, Pennsylvania State College.

Waller Speaks for New Jersey

"Applying these percentages (percentage increases in the cost of dairy production items) in accordance with the importance of each item as related to total cost, gives an indicated increase in costs of approximately 31 percent during the period specified, from November, 1941, until now. This means that the producer should be receiving for his milk in New Jersey 31 percent more than was the case in November, 1941, to merely cover his increased costs since that time. Trends of costs are still upwards and this fact should be recognized by those responsible for prices and production. Another important fact to be considered is that for many months the dairy farmer has been producing milk on a price level that has meant a declining wage to himself for his own labor. . . .

"These figures show a definitely and substantially declining income on an annual

basis, taking the prices existing at the dates specified, and certainly offer no particular encouragement for either maintenance or increase of production with existing price relationships. . . .

"Briefly summarizing:—
"Dairymen have been operating on a declining wage to themselves for their own work for many months, and in addition they have been subject to increased costs of living. We are in a period of rising costs for the important items used in milk production and any prices set now or in the near future should attempt to meet the future in addition to the present, if milk producers are to be encouraged and if we are to maintain or increase supplies of milk." Allen G. Waller, Head, Department of Agricultural Economics, Rutgers University.

Daugherty of Delaware Points Out Wage-Price Disparity

"Normally a ton of milk sells for enough money to pay the wages, without board, of a farm laborer for something more than one month. A further examination shows that from 1938 to date the exchange value of milk, in terms of labor, has been less than its average from 1926 to 1938. Beginning with 1940, the milk producer has been in a particularly unfavorable position, due to wage rates advancing faster than milk prices." M. M. Daugherty, Agricultural Economist, University of Delaware. (Most of Professor Daugherty's presentation referred directly to charts and graphs, which can not be reproduced here.)

Taylor on New Jersey Sentiment

"Many New Jersey dairymen are selling out each month and many others are reducing operations to a subsistence basis. As early as June, 1943, it became apparent that dairy cow numbers were on the decline. A survey covering 2,698 herds totaling 31,600 milking cows and 43,758 total animals, showed a 1.5% decrease in the number of milking cows. . . . Although reliable figures are not available indicating the shift in cow numbers in various herds, in the majority of cases the higher producing purchased cows are simply replacing lower producers, that are in turn sent to slaughter for attractive prices. Although such close culling practices would be recommended

in normal times, conditions that make this action necessary should not be allowed to exist at a time when the nation is so vitally in need of every pound of milk that can be produced.

"In conclusion I would like to emphasize that New Jersey Dairymen must be assured an adequate price for fluid milk that will enable them to meet increased costs of production. Immediate action is necessary in order to avoid a more rapid liquidation of cow numbers and production, and prevent dairymen from shifting operations to more attractive, available, alternative enterprises." Dr. George E. Taylor, Professor of Dairy Extension, Rutgers University.

Pierce Makes Pointed Comparisons for Pennsylvania

"As compared with prices of these other farm products, milk prices were more unfavorable in 1942 than during any of the previous 13 years. This unfavorable relationship has continued through the first seven months of this year. . . .

"After the war broke out in Europe, prices of all farm products increased. Stimulated by rising prices, favorable weather and plenty of labor and feed supplies, agricultural production increased each year through 1942. Although milk prices rose during this period, they rose less rapidly than most other farm prices. Milk production was expanded but less rapidly than total agricultural production.

"At the present time, feed supplies are short in relation to numbers of animals to be fed and labor supplies are short in relation to the amount of work to be done. With milk prices less favorable in relation to other farm prices than at anytime during the past 14 years, milk must be expected to be the poorest bidder of all for scarce labor and feed supplies. . . .

"The evidence which I have presented indicates the need for an advance in the farm price of milk. A price increase, however, must be paid by someone. In a competitive economy, consumers who prefer to maintain their milk consumption rather than have more pork and lard, make their wish known through relatively higher prices for milk. Under wartime regulations, however, that choice is not in the hands of consumers but in the hands of those officials who establish retail price ceilings. The data which I am now going to present indicate that the great majority of consumers can pay more for milk. . . .

"I have compared retail milk prices with retail prices of all foods in Philadelphia. . . . If retail milk prices had risen as much since 1939 as prices of all foods, milk would now be selling for 17.8 cents per quart.

"I have also compared changes in retail milk prices with changes in weekly earnings of factory workers in the Philadelphia area. . . . If the retail price of milk had risen as much since 1935-39 as have weekly earnings of factory workers, milk would now be selling for 22.9 cents a quart." Dr. C. W. Pierce, Associate Professor of Agricultural Economics, Pennsylvania State College.

Delaware Faces Feed Shortage—Worrilow

"Delaware's feed grain and hay production in a normal year amounts to approximately 278,000 tons, while the total feed needs are approximately 613,000 tons. The State has a normal feed deficiency of all feed stuffs of around 475,000 tons in a normal production year. This year drought conditions have boosted feed needs that must be met by importation up to almost 545,000 tons. . . .

"There are no longer any sources within the State from which experienced farm labor of any class can be recruited. Experience has shown that little can be expected from sources outside the State. This means that on farms mainly dependent on

year-round labor the work will have to be done by this labor now on farms and members of the operator's family. . . .

"The farm labor problem is a critical one. It is no longer an individual farmer problem, but a national problem. It is the concern of everyone if food is to be produced in sufficient quantity for our armed forces, our domestic consumption and our allies. It is ammunition that will help write the kind of peace we want. It is a patriotic duty and privilege to contribute to food production. George M. Worrilow, Acting Associate Director of Extension, University of Delaware.

Hamilton Says Line Not Held for Maryland Farmers

"The dairy situation on the Eastern Shore of Maryland at the present time is more acute than it has been in the past ten years. The supply of home-grown feed is extremely short, labor is hard to keep, and almost impossible to replace, wages have advanced and the selling prices of other farm products have advanced faster than the price of milk which is resulting in many shifts, in production. . . .

"Maryland farmers normally plant sufficient corn to fill their silos and also have sufficient to harvest for grain to feed their livestock and at times have a little to sell, but this year it is a different story. . . .

"Not only is it evident that our dairy farmers will be forced to buy a large percentage of feed they normally produce on their farms, but they must also pay higher prices for each ton of feed they buy. January 1, 1941, was declared by the President as the 'hold the line date.' However, from that date to September 1, 1943, the average price of dairy feed in Maryland advanced from \$38.00 per ton to \$57.00 per ton, an increase of 50 percent. During the past three months the rate of increase has been about one dollar per ton per month, and as the small supplies of home-grown feeds are used up as a result of increased summer feeding there will be more demand for feed and I expect a further rise in the price of feed.

"The farm labor situation in Maryland is probably about the same as in our neighboring states. Experienced dairy hands are almost impossible to get and wages have 'sky-rocketed.' Since the 'hold the line date' wages paid farm workers in Maryland have increased 72 percent, and most farmers will agree that the quality of the labor is materially less." A. B. Hamilton, Associate Professor of Agricultural Economics, University of Maryland.

Girlie: "Do you believe in love at first sight?"

Sailor: "I gotta. I only got two days leave."



Gyp's head is so big that the tiger kitten, Bing, has to wait his turn to eat from the pan. This picture was submitted by Horace T. Smith, New Hope, Pa.

Federation Opposes Subsidy

(Continued from page 2)

to the returning members of the armed forces. If Congress intends to subsidize living costs for those who can afford to pay, let it make cash payments to those consumers who are to benefit; and let these beneficiaries shoulder the responsibility of this stigma. Farmers do not desire such payments. They seek only fair prices.

A large percentage of America's remaining dairy farmers can and will survive the distress under which they now labor. Many will abandon dairy operations. More will curtail dairy production so as to reduce their losses to a minimum; but enforced self protection of this character will not maintain enough production of milk and its products. The choice, therefore, lies with the people as to whether they will prefer to pay moderately increased prices for dairy products or severely curtail and in some instances do without these products until the time comes when dairy production can be revived.

We are confident that the Congress is aware of this serious economic situation. We, therefore, offer to the Congress the suggestion that it immediately enact legislation which will direct the responsible agencies of the government to provide reasonable price ceilings which will at least compensate milk producers for their increasing costs of production and enable them to meet the competition of alternative opportunities in farming.

Penn State Short Courses Meet Wartime Needs

Pennsylvania State College is conducting four short courses in different agricultural subjects during the winter and early spring. These are especially appropriate at this time, as they will be based upon factors, practices and problems affecting maximum food production during a period in which farmers are faced with shortages of labor and materials.

The types of courses and the dates are as follows: general agriculture, four weeks, January 5 to February 2; animal husbandry, four weeks, February 2 to March 1; dairy farming, four weeks, February 2 to March 1; dairy herdsmen's course, one week, March 6 to March 11.

Leaflets describing these courses in detail may be had by writing to A. L. Beam, Director of Short Courses, State College, Pa.

Milk Sales Limit Set At 100 percent of June Deliveries

CONTROL of the amount of fluid milk and milk products being sold in the Philadelphia market was inaugurated on October 10, under orders of the War Food Administration. At the same time similar controls were set up in eight other markets in or near the Philadelphia milk shed. The administration of these sales programs in the nine markets will be handled by **Wm. P. Sadler**, Administrator of Federal Marketing Order No. 61, whose offices are at 11 N. Juniper Street, Philadelphia 7, Pa.

The markets affected are as follows: The Philadelphia metropolitan area, which includes all of Philadelphia; most of Delaware county; the cities of Camden and Gloucester, N. J.; the nearby sections of Bucks, Montgomery and Chester counties, Pa., and Burlington, Camden and Gloucester counties, N. J. This is, briefly, the Philadelphia metropolitan area as defined in the census.

The other areas are Allentown-Bethlehem-Easton, Scranton-Wilkes Barre, Lancaster, Reading, and Harrisburg, all in Pennsylvania; Atlantic City and Trenton in New Jersey and Wilmington, Delaware.

The quota plan is applied to the amount of milk and milk products which dealers may sell in these areas. The quotas are based upon June deliveries and the sale of fluid milk can not exceed the rate of deliveries in June, while the sales of cream and fluid milk by-products, such as cottage cheese, chocolate milk and buttermilk may not be more than three-quarters of the quantities sold in June.

This sales limitation order will effectively prevent further expansion of milk consumption and, as far as the named fluid milk products are concerned, will definitely cause a decrease. It is stated that this action has been taken in order to assure sufficient milk for the manufacturing of cheese, butter, evaporated milk and milk powder required by

civilians for good nutrition and properly balanced diets.

It is also stated that this plan is an attempt to stabilize fluid milk consumption without resorting to individual consumer rationing. This, it is believed, would be very difficult to administer and would impose a tremendous burden on the entire industry. FDA officials express the belief that consumer rationing will not be necessary if consumers and the trade cooperate with the present program to assure that sales will be held within quotas

40- to 50-Cent Milk Subsidy Given Consumers in this Area

PRODUCERS are to get a higher price for their milk, starting October 1. This has been arranged through another subsidy plan which takes the load off the consumer and places it on the taxpayer. The subsidy, as planned at present, will cover all milk marketed over the entire country during the months of October, November and December.

The amount to be paid producers in the Philadelphia milk shed is 40 cents per hundred pounds in all parts of the milk shed except New Jersey, where it is 50 cents. The subsidy ranges from 25 to 50 cents per hundred pounds and over much of the country the payments will be 35 cents or less. This subsidy is in addition to any other that may be in effect.

The announcement of this subsidy was first made on Saturday evening, September 25, less than three days before the emergency meeting of the National Cooperative Milk Producers' Federation, where the need for adequate price returns for dairymen was the center of all discussion and a unanimous objection to subsidies was voiced. The original announcement carried no information beyond

and that the quantities available are distributed fairly.

Producer-distributors who buy no milk from other sources will be allowed to sell an amount of fluid milk, cream and fluid milk by-products equal to their total milk production in June.

Deliveries to the armed forces and to plants processing dairy products and most other types of handlers are exempt from quotas.

In announcing the inauguration of this program, Mr Sadler stated that few or no additional reports beyond those now filed with his office or with the Pennsylvania and New Jersey Milk Control Boards would be required in administering this sales limitation program.

stating that amounts of from 25 to 50 cents would be paid for three months to cover the increased feed costs. Further details were not available until late on October 13.

The announcement made on that day revealed the definite decision that the payments would be made through the county AAA committees direct to each of the country's three million or more dairymen, the amounts to be based upon sales by each individual and supported by satisfactory evidence.

To our knowledge the procedure for obtaining these payments has not been worked out completely. It is understood, however, that each producer will be required to keep accurate records of his sales of milk, cream, butter, or other dairy products sold from his farm. This makes it more important than ever to preserve the statements accompanying the milk checks. Also, naturally, extreme care will have to be exercised in making the reports complete and accurate in order to obtain payments as promptly as possible.

It must be kept in mind that this method of paying for milk is an indirect and round about method, developed as a result of the war, and is bound to result in some inevitable delays as compared with the method of making payments directly to producers by the purchasers of this milk.

"You Germans have learned fanaticism from me," declares Hitler. "Accept my assurance that the same fanaticism still inspires me and that it will never leave me." Which, translated, means: "I'm nuts, and I'm proud of it."

CALENDAR OF LOCAL MEETINGS

Watch for Notice by Letter

District 1
Red Hill—East Greenville High School—8:00 P. M., October 28.
Zieglerville—Green Tree Dance Hall—8:00 P. M., November 1.

District 8
Combined meeting—Byers-Anselma, Coventryville, Kimberton & Lyndell Locals—Kimberton Grange Hall—8:00 P. M.—October 27.
Morgantown—Fire Hall—8:00 P. M.—October 22.

District 10
Bay View—Mechanics Hall—8:00 P. M.—October 22.
Cecilton—Parish House—8:00 P. M.—October 21.
Rising Sun—High School—8:00 P. M.—October 29.

District 11
Cochranville—High School—8:00 P. M.—November 9.
Oxford—Grange Hall—8:00 P. M.—November 5.
Quarryville—High School—8:00 P. M.—November 12.
Southern Lancaster—Fulton High School—8:00 P. M.—October 27.

District 12
Harrington-Felton—Fire House, Houston, Del.—7:30 P. M.—October 26

District 13
Alexandria—School House—8:00 P. M.—October 26.
Allensville-Calvin—Mill Creek School House—8:00 P. M.—October 27.
Marklesburg—School House—8:00 P. M.—October 28.
McConnellstown—School House—8:00 P. M.—October 25.
Shavers Creek—Mooresville Community Hall—8:00 P. M.—November 1.
Shirleysburg—Three Springs Lodge Hall—8:00 P. M.—October 29.
Spruce Creek—Baileyville Community Hall—8:00 P. M.—November 4.
Warriors Mark—High School—8:00 P. M.—November 8.

District 15
Avon Grove—Grange Hall—8:00 P. M.—November 2.
Kennett Square—Library—8:00 P. M.—November 3.
West Chester—Municipal Hall—8:00 P. M.—October 25.

District 19
Massey—Massey School—8:00 P. M.—October 20.

District 20
Claysburg—High School—8:00 P. M.—October 21.
Holidaysburg—Harpster School House—8:00 P. M.—October 20.
Williamsburg—Wilts Hotel—8:00 P. M.—October 22.

Paul: "Do you ever think of the good old days before we had rationing?"

Arch: "Yes."

Paul: "Do you think there is much difference now?"

Arch: "Yes, we used to step on the gas and sit, and now we sit on the steps and gas."

Babcock Centennial

(Continued from page 1)

impact this discovery had upon the dairy industry, he refused to accept one cent for it but gave it for the free use of any and all, asserting that, since the work was done while working for the University, he could not enrich himself personally from his discovery.

Although his milk test made him famous, Dr. Babcock was constantly searching for new scientific discoveries, much of his research leading to the later uncovering of our modern nutritional science. In fact, while at the Geneva Experiment Station, he conducted tests which showed the old theories of the energy value of foods were inadequate, these tests providing direction for his later research, and resulting finally in our modern conception of real nutritive values, including the presence and value of vitamins.

Dr. Babcock was 47 years old when he developed his milk fat test. He was active in his office and laboratory at the University of Wisconsin for another 40 years, finally passing to his reward on July 1, 1931.

Dairymen have long recognized the value of his scientific contributions to their industry. More than that, they extended these recognitions to Dr. Babcock when he was alive and active and possessing the full vigor of his personality. Articles and editorials about him were carried in dairy periodicals, scientific magazines and many of the nation's leading newspapers. Educators, scientists and men in public life have lauded him and his work.

Perhaps two of the outstanding citations of him and his work were those made by The Dairy Farmer and the Capper award committee.

The Dairy Farmer polled dairy leaders throughout the country, asking them to name the 12 men who, in their opinions, had made the most outstanding contribution to the industry. Dr. Babcock was unanimously picked by this group and was given the number one position in a series of articles appearing in 1929 and later published in book form, entitled "The Ten Master Minds of Dairying."

Then in 1930, one year before his death, Dr. Babcock was granted the Capper award of a prize of \$5000 and a gold medal, which recognized and exalted the sort of idealism for which he stood.

"Well, well, Rastus, so You're in the Army now! What do you do?"

"Oh, Ah jes flings open dis here gun, den Ah shoves in a shell and a sack of powder, den Ah shets de gun an' pulls dis here string, an' den Ah yells: 'Hitler, count yo' sojers!'"



BIZERTE...BERLIN —and TOKYO too!

Logistics and the farmer!

Little did the Dairy Farmer dream of being an important cog in the wheel of military logistics—the science of supplying the fighting fronts with all their requirements. Milk products are an essential part of military logistics. They are a basic part of the diet of the armed forces. Ice Cream, one of the milk products, has proved to be an important help in overcoming fatigue.

Because Ice Cream is now known to be an important, nutritious dairy food, you who produce the milk and cream from which it is made will have a larger market tomorrow, in the Ice Cream industry. In the past ten years the Ice Cream industry has almost trebled its purchases of milk products. After the war, Ice Cream will be even more important to you as a greater demand is now assured. The men and women in our armed forces and in our war plants are learning what Ice Cream really means to them.

The government has placed Ice Cream in Group 4 of the essential foods in good nutrition.

Barr Building - Washington 6, D. C.

THE INTERNATIONAL ASSOCIATION
OF ICE CREAM MANUFACTURERS

REQUEST FOR ROOM RESERVATION

Inter-State Milk Producers' Cooperative
401 N. Broad St., Philadelphia 8, Pa.

Please reserve room accommodations at the Benjamin Franklin Hotel for the annual meeting, \$5.00 room with double bed ☐, \$6.00 room with twin beds ☐, \$3.50 single room ☐.

Check day of arrival—Nov. 28th ☐ Nov. 29th ☐.

Number in party..... Number rooms desired.....

Name.....

Address.....

Production Drops Sharply

THE CRITICAL situation in the civilian butter supply noted in last month's Review has shown no noticeable improvement. It was thought then that, by reducing to 20 percent the amount to be "set aside" for Government and Lend-Lease purposes, this situation would be improved.

Declining butter production the past several weeks apparently has nullified the decreased amounts demanded by the Government. The Producers Price Current of September 29 contains the following ominous report, "Acute civilian supply shortages here (New York City) still unrelieved. Many stores out of goods and voluntary fractional point rationing widely practiced. Production decreasing. Reports of black market operations more widespread. OPA has raised butter point values effective October 3 to 16 points per pound."

The increase in butter ration points to 16 per pound appears to be a frantic effort to force people to use less butter. Originally, butter was 8 points per pound, and oleomargarine only 5 points. Now oleomargarine has been reduced to 4 points and butter was raised to 10, then to 12, now to 16, with no noticeable effect on consumer interest in butter. Previous predictions of improvement in the civilian butter supply situation have not been borne out. With Government set aside requirements entirely removed on production from October through March there are hopes that the situation will not get worse.

Butter production in 213 plants, as reported by the American Butter Institute, was 5,679,405 pounds during the week ending October 2, as compared with 6,004,613 in the corresponding week last year, a 5.4 percent drop. The USDA week-

ly report on butter production shows a 3 percent greater production in Iowa during the week ending September 30 than in the corresponding week a year earlier, but also a 2 percent decline in Minnesota and a drop of 21 percent in Wisconsin, this undoubtedly reflecting the heavy drain from manufacturing areas to large consuming centers such as Chicago.

The War Food Administration's **milk production goal for 1943** is again 122 billion pounds, the same as the announced goal for 1943. It seems, though, that this year's goal will be missed by about 4 billion pounds due to such factors as the inadequate prices offered for milk as compared with the costs of feed and labor and as compared with prices obtainable for other agricultural products competing for the same feed and labor supplies. Production in August was 10.6 billion pounds as compared with 10.8 billion a year ago. This 200 million pound decline appears to have been an important factor in bringing on the program for conserving fluid milk supplies through sales quotas. The drop occurred just at the time when increased consumption necessitated using all available supplies for fluid use, causing fluid milk dealers to seek milk in manufacturing areas, thus further depleting the supplies available for butter, cheese and evaporated milk.

Production per day per producer in the Philadelphia area was 272 pounds during the week ending September 25, a 8 percent drop from the 296 pound average for the corresponding week last year, according to FDA reports covering approximately 5,000 herds supplying milk to the Philadelphia market. These figures, published weekly, show that production per farm has been running under last year since early in August.

Slight and temporary relief was given the Philadelphia shortage during the week ending October 9 as an indirect result of the milk wagon drivers' strike in New York, some emergency supplies being obtained from that source. The fluid milk conservation program which permits each dealer to sell only as much fluid milk and only 75 percent as much cream, buttermilk, chocolate milk and other fluid milk products as were sold by him in June 1943, went into effect on October 10. There appears to be some pessimism as to whether this will sufficiently relieve the present tight supply and demand situation. Supplies are expected to be extremely short in this market

during the next two or three months, and perhaps longer.

Feed supplies appeared to be slightly more adequate in early October, representing a normal seasonal trend. The output of wheat mill feeds and oil seed cakes and meals was increased slightly but is still considerably below requirements, according to the weekly Feed Market Review of the USDA. Dairymen's feed costs have been advancing more rapidly than the prices of milk and butterfat, resulting in a correspondingly less favorable relationship during September than prevailed in August, or in September, 1942. Although dairymen are asked to produce more, these increased costs in relation to the price permitted for their product stand in the way of fulfilling this request.

Requests for Class I price increases have been numerous in recent weeks, but few increases have been allowed. Hearings by the Federal Food Distribution Administration have been held during the past month at Philadelphia, Washington, St. Louis, Cincinnati, New Orleans, and Chicago, with a State hearing at Trenton. Requests for Class I price increases of \$.70 to \$.80 per hundred were general.

Actual increases in the Class I price have been few and far between. Those reported as becoming effective during August include Wichita, Kas., 31 cents; Huntington, W. Va., 26 cents; State of New Jersey, 23 cents; Akron, Ohio, 5 cents; Columbus, Ohio, 9 cents; Dayton, Ohio, 10 cents; Macon, Ga., 10 cents. September increases include St. Paul Minn., 6 1/2 cents, and Minneapolis, Minn., 7 cents.

Retail price increases in September include Huntington, W. Va., one-half cent; Pittsburgh, Pa., one-half cent on store deliveries only; and Butte, Mont., 1 cent per quart.

Price quotations on dry skimmilk for animal feed were discontinued on September 7 by the Producers Price Current, the reason given being that there were practically no open market offerings of dry skimmilk.

Supplies of cheese, for civilians, both American and processed, have been declining. The Government is requiring that 50 percent of production of American cheese be set aside for purchase by the Government for the armed forces and for Lend-Lease. The American cheese production picture, however, has improved a little recently with production the latter half of September running 2 percent under last year.

Penna. Board Orders Raises, Awaiting OPA Approval

The Pennsylvania Milk Control Commission announced, late in September, new price orders for all milk marketing areas in the State except the Philadelphia and Philadelphia Suburban areas, which were delayed pending the joint Federal-State hearing for the Philadelphia market.

These orders all provided sharp upward revisions in both producer prices and retail prices of milk. The orders were written on the basis of 3.5 percent milk and provided an increase from \$3.45 to \$4.35 in Area 9, Altoona-Johnstown; from \$3.20 to \$4.35 in Zone 2 of Area 10, Huntingdon-Tyrone; from \$3.48 to \$4.35 in Area 14, Lancaster county; from \$3.45 to \$4.35 in the Reading-Berks area and from \$3.25 to \$4.35 in the southern part of the State-Wide area.

Class IA was re-instated, with a price of \$3.05 plus an added value for skimmilk which, on September prices, would make the price \$3.70. Class II price would be determined upon a slightly revised formula based upon cream and skimmilk value and in September would have been approximately \$3.08, an increase of six to eight cents over the present formulae; while Class III would be based on butter prices plus a skimmilk value and would be increased about four cents, to \$2.28.

The \$4.35 Class I price was contained in all the tentative orders prepared except for Pittsburgh, where the price was set at \$4.65. Increases in the retail price of two to two and one-half cents per quart were also included in these orders.

These orders were issued to become effective October 1, 1943, with the provision that "If approval of an emergency war board office or official is necessary for this order to become effective but action has not been taken before this date, then the order shall become effective at 12:01 A. M. on the sixth calendar day immediately following such approval."

Personal Glimpses

Fire, resulting from the explosion of the gas tank on a tractor, recently destroyed a large dairy barn on the farm of Jesse Jefferis, Jr., West Chester, Pa.

On August 30, John W. Newlin of Tyrone, Pa., now Lieutenant j. g. in the U. S. Naval Reserve, left for the National Training Station at Quonset Point, R. I.

Mr. and Mrs. M. C. Rossman, Tyrone, Pa., celebrated their 60th wedding anniversary recently. The Rossman's have been milk producers for 25 years. They have 13 grandchildren and one great grand child in the armed forces.

When You Buy HOLSTEINS

make SURE they are
REGISTERED
in the Herd Book of

The Holstein-Friesian Association of America
BRATTLEBORO, VERMONT

The Holstein-Friesian Association of America, located at Brattleboro, Vermont, is the largest and financially strongest purebred dairy cattle record association IN THE WORLD.

We have been in business continuously since 1885, and we now have more than 33,000 members throughout the United States. We have published 90 volumes of the Holstein-Friesian Herd Book which now includes the pedigrees of 3,276,000 purebred Holsteins and is the only Herd Book for the breed published in the United States. Registration in our Herd Book is your guarantee of the purity of breeding and enables pedigree writers to prepare accurate pedigrees showing as many generations of ancestors as may be desired. There is no other published source for such information. In Pennsylvania, The Holstein-Friesian Association of America cooperates with the Pennsylvania Holstein Association and its well-trained Fieldman, William M. Rider, Tunkhannock, Pennsylvania.

So, for your own protection,

**WHEN YOU BUY HOLSTEINS, BE SURE THEY ARE
REGISTERED IN OUR HERD BOOK**

The Holstein-Friesian Association of America
BRATTLEBORO • VERMONT

Two Guernsey cows owned by John N. Matthews of Gardenville, Pa., have recently established outstanding production records. A four year old, Edith's Blue Bell of Agridor, produced 18,059.5 pounds of milk and 765.8 pounds of butterfat in one year; while another cow, Maple Lawn Maris, produced 16,348.2 pounds of milk, containing 766.4 pounds of butterfat, in a year.

Harry Dague, Whitford, Pa., secretary of District No. 8 and delegate from the Byers-Anselma Local, has been confined to his home the past few weeks because of illness.

O. S. Havens, Williamsburg Farm Security Supervisor, has been transferred to the Huntingdon office, in charge of Blair, Huntingdon and Mifflin County.

Irwin G. Klair, Marshallton, Del., a member of the Wilmington Market Committee, has returned to his home from the Delaware Hospital, Wilmington, where he underwent an operation three weeks ago. Mr. Klair is recovering nicely.

The recent sudden death of **Frank Sharp**, vice-president in charge of producer relations of the Supplee-Wills-Jones Company, was a shock to his friends, including the many producers supplying milk to that company.



**STEWART
CLIPMASTER**
Famous
Easy-Running
Animal
Clipper

**New Blades and Repair Parts
Also Available**

The limited quantity of STEWART Clipmasters WPB has authorized us to produce will be available through your dealer. Although there will not be nearly enough to meet the demand, you can keep your present Clipmaster in good working condition with necessary repair parts. Check it now. If you need blades or repair parts, see your dealer or write to us.
Chicago Flexible Shaft Company, Dept. 46 J
5600 W. Roosevelt Rd., Chicago 50, Ill.
Over Half a Century Making Quality Products

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free—no obligation. Simply address Baery School of Horsemanship, Dept. 13310, Pleasant Hill, Ohio

CLIPPER REPAIRS

Keep your Andis electric clippers in good repair so you can continue to keep your stock clean with less work. Save costly repair bills later by having your Andis Clipper serviced at the factory, now. While we cannot build new clippers, we can help you make your old clippers last longer.

ANDIS CLIPPER CO., Dept. 17 • RACINE, WISCONSIN



Pointers on Getting Maximum Milk Output

Suggestions whereby dairymen may maintain their production at the highest practicable level have been made by J. A. "Uncle Jerry" Conover, extension dairyman from the University of Maryland. Following them carefully should help considerably in relieving the severe shortage indicated by the milk sales quotas recently put into effect.

These suggestions follow:

1. Weeding out the low producers and using the feed thus saved to increase the production of the remaining cows in the herd.

2. By careful feeding—use as much good quality hay as the cows will eat; carefully feed grain according to production.

3. Supply water in abundance and of easy access.

4. As soon as the cow is prepared for milking, milk immediately and quickly.

5. Prevent the rejection of milk by producing clean milk and cooling it promptly by a cold water method. Do Not depend on cold air for cooling for it is too slow a process and milk may be lost.

6. See that the milk is protected in transit to the plants so that it will arrive in good condition.

7. Clean all dairy utensils promptly and thoroughly and invert to dry.

8. In many sections of the state, in the next few weeks, garlic will be plentiful in fields and pastures. Where this prevails, remove cows from the infested area seven hours before milking, and feed some hay or straw preferably in a dry lot.

If there is garlic in the hay as sometimes happens, feed such hay after milking.

9. Remove diseased animals from the remainder of the herd immediately and call the veterinarian.

10. Select young stock for replacement from the best individuals and grow to required size, largely on good roughage, with a small allotment of grain.

The Chinese language has only 15,000 words, but is hard to learn because none of them is in English.

A man went to his doctor and requested treatment for his ankle.

After a careful examination the doctor inquired: "How long have you been going around like this?"

"Two weeks."

"Why, man, your ankle is broken. How you managed to get around at all is a mystery. Why didn't you come to me before?"

"Well, doctor, every time I say anything is wrong with me my wife tells me I must give up smoking."

—Ontario Milk Producer

Don't let
MILK PRODUCTION DROP
when the Herd is Stabled...

Our Country and its Allies urgently need more and more milk. Beacon makes these suggestions to help you maintain high production.

● When cows are first brought into the barn in the fall, milk production drops. While this cannot be entirely avoided, there are several things you can do to reduce the extent of the drop.

Largely, it is the result of abrupt changes in the living and eating habits of the cow. Usually the cow becomes constipated due to lack of exercise and to the change from pasture to dry feed. If constipation can be avoided, much of the drop will be prevented. The following practices will help you accomplish this.

1. During the last weeks before stabling, get the cow as nearly as possible on a full barn ration of hay, silage and grain. If she is eating the same kind and amount of feed before stabling as immediately after, one major change will have been avoided.
2. At time of stabling, reduce the grain feeding 3 pounds daily and for five days feed 6 pounds of Be-Co-Lass daily. The laxative effect of Be-Co-Lass is very helpful in preventing constipation. If Be-Co-Lass is not available, wheat bran or beet pulp, or a combination of the two, may be substituted.
3. At time of stabling, give cow extra salt and be sure she has easy access to water.
4. Turn the cow out several hours each day for exercise for at least the first week after stabling.
5. If constipation develops in spite of these precautions, treat severe cases in their early stages with mineral oil or Epsom Salts.

● These and other suggestions to attain and keep maximum production, are explained in detail in Beacon's new booklet, "Feeding Your Herd This Winter." Don't fail to take advantage of these time-proven recommendations. It is to your own, and your country's interest to obtain the greatest possible quantity of milk. Send today for your free copy, or see your Beacon Dealer.



The BEACON MILLING Co., Inc.
Cayuga, N. Y.
Makers of

BEACON Dairy FEEDS

If you must sell some cows, get rid of the lowest producers first. The good cows will give you the best return on both feed and labor.

Milk Producers

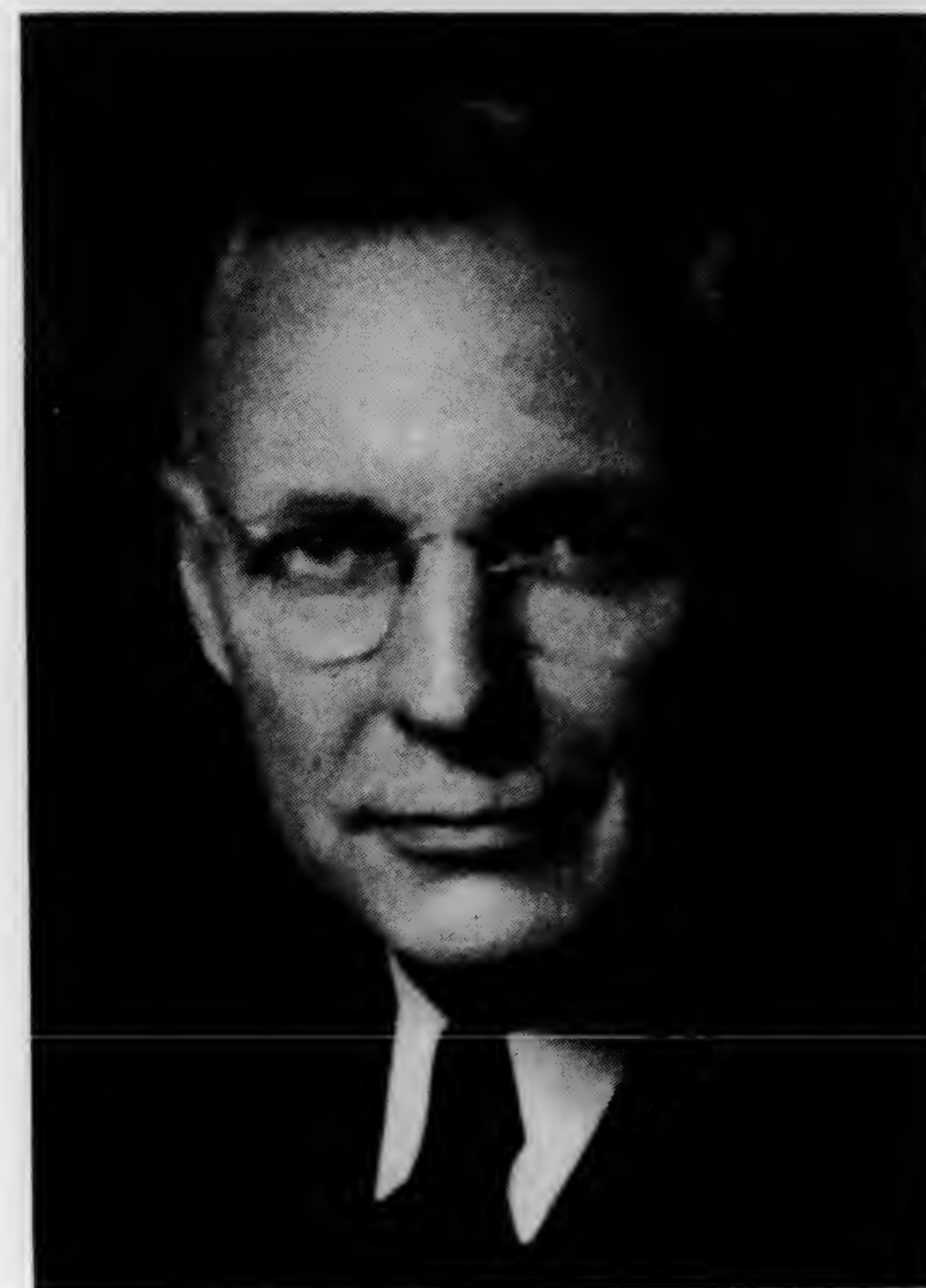
ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

Vol. XXIV

Philadelphia 8, Pa., November 1943

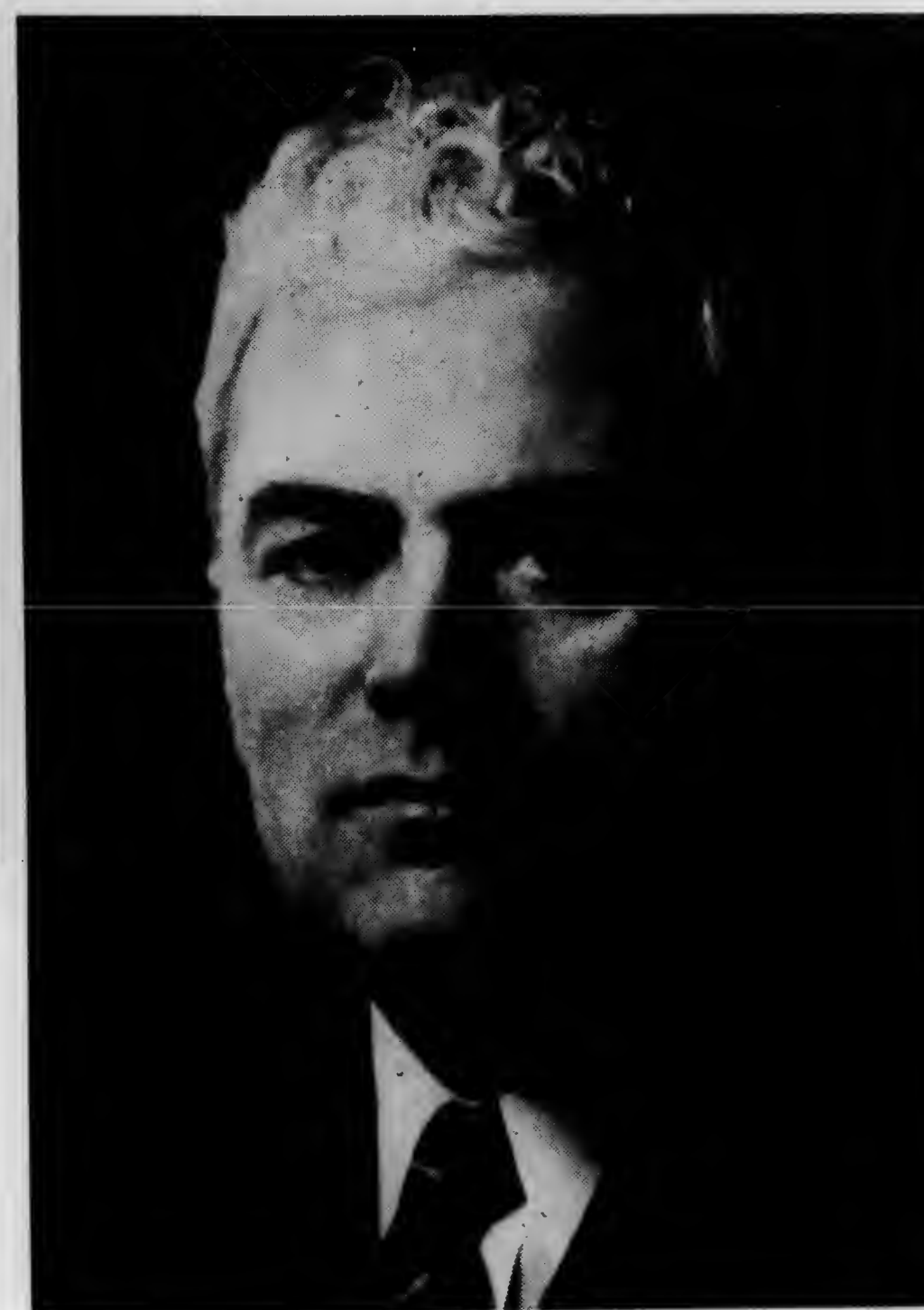
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Dr. H. C. Byrd, President of the University of Maryland and Executive Officer of the Maryland State Board of Agriculture, will be the toastmaster at this year's Inter-State banquet. Dr. Byrd (Curly as he is generally known) has exerted tremendous influence on Maryland agriculture, is well and favorably known by the farmers of the Free State and is a recognized leader in the administrative field of our colleges and universities.

Albert S. Goss, Master of the National Grange and a leader among the Nation's thinkers on farm problems, will be the principal speaker at the Inter-State banquet. He is one of four farm leaders who is called in regularly to confer with the President on agricultural matters at which he contends vigorously for the best interests of agriculture. He is a citizen of the State of Washington and was Federal Land Bank Commissioner for seven years.



Inter-State's Banquet Program

WITH TWO outstanding personalities heading the program at the Inter-State annual banquet, we are anticipating that this event will set a record in interest and enthusiasm. The banquet will be held Monday evening, November 29, at the Benjamin Franklin Hotel.

Albert S. Goss, the principal speaker, is the type of man who combines humor, philosophy and fact in talking about today's serious problems. The toastmaster, Dr. H. C. Byrd, possesses a broad knowledge of agricultural problems and the keen wit which makes him the ideal man to keep a big banquet program moving smoothly.

Several features of the banquet will vary from those of previous years. Dinner music will be supplied by a special trio, while several vocal numbers during the program will be given by Miss Elizabeth Hill, mezzo soprano. Both these features are being supplied through special arrangement with the Curtis Institute of Music.

Subsidy Payments Being Made

November 30 Is Deadline For October Claims

PRODUCERS over the country are now receiving their direct subsidy payments on milk which are being paid through the county AAA committees. This is known as the Dairy Feed Payment program and is the fulfillment of the subsidy first publicly announced over the radio on Saturday, September 25. It was discussed briefly on page 12 of the October Review but details of the plan were not then available. The county committees have been authorized to issue sight drafts which will be paid from Commodity Credit Corporation funds.

Any producer of whole milk is eligible for payment on that portion of his product which is sold as whole milk, butter, cream, ice cream, or in any other form. The relative amount of the payments is less on those products on which the farmer recovers the skim milk because of the feeding value of this by-product. The eligibility rules prescribe that a person who purchases whole milk for resale in any form is eligible for payment only on that part of the product which he himself produces.

The Procedure

The procedure for obtaining subsidy payments is quite uniform over the country. However, there may be differences between states or even between counties within a state. In general, it has been learned that the applications for the payment do not have to be notarized. Each application, however, must be signed by the applicant and his signature must be witnessed. If he signs with an "X" two witnesses are required. It is also desired that definite evidence of the amount of product sold be supplied with the application, although under certain circumstances this is not necessary.

In Pennsylvania

An inquiry of the Pennsylvania State AAA office at Harrisburg brought the reply from **W. Clayton Jester**, Chief of Field Operations Section, that all dealers in the state were notified of this payment program and that in many instances the dealers supplied direct to the county AAA offices their lists of producers, together with a certified record of the weights of milk delivered in October. In these cases the applications are filled out in the AAA office, mailed to the farmer to sign and have witnessed,

then to be mailed back. Where handled in this manner each producer is encouraged to check carefully the entries on his application. The drafts in full payment of the subsidy are then mailed by the county AAA committee to the producer.

In some counties in Pennsylvania the community committeemen are sitting at various locations on specified dates, to accept evidence and prepare the applications. The applications are then taken to the county office, the payment drafts prepared and sent out by mail.

Maryland's Plan

Joseph H. Blandford, Chairman of the Maryland USDA War Board, also states that the applicant need not appear in person before the AAA committee. He adds that persons who do appear in person will, if everything is in proper order, be able to complete the transaction and receive the payment immediately. Those who mail in their applications will have the drafts mailed to them.

He adds that evidence of the volume of sales stated on the application should include a statement from the receiver of the dairy products sold. He says, further, that where such evidence can not be furnished the producer may furnish a statement of the number of cows milked, the amount of dairy feed used and a statement that the production claimed is true. This information is then checked by the county AAA committee.



Charles Edward Gibson is evidently thinking of approaching winter, as he looks over the corn that has just been husked. The picture was sent by Mrs. David Gibson, Rowlandsville, Md.

In Delaware

Information received from **Henry J. Krages**, Senior Administrative Assistant of the AAA at Newark, Delaware, states that the program as followed in that state is very similar, with the county committeemen administering it, in accordance with the instructions received from the National headquarters. In his instructions to county committeemen he emphasizes the need for speed and accuracy in handling these statements.

New Jersey Is Similar

The plan being followed in New Jersey is very similar, according to **Chas. A. Thompson**, Executive Assistant of the AAA in that State. Details are worked out by the respective county committees.

In general, farmers are being asked to come to the county offices and submit their evidence and make out their applications. The applications are checked carefully and the payment drafts either given at once or mailed to the producers.

The rate of payment on fluid milk in Pennsylvania, Maryland and Delaware is \$.40 per hundred pounds, while in New Jersey a rate of \$.50 per hundred pounds prevails. These payments on milk delivered by producers in October must be claimed and payments completed by November 30. Payments on milk delivered by producers in November and December will be made at one time in January, it being required that the payments be completed by January 31.

Producers who are selling to more than one dealer or who may be retailing locally a part of their milk and selling the remainder to a large buyer, are urged to give special attention to filling out the application. Extra care is needed in entering correctly the amounts sold locally and especially in providing supporting evidence backing up statements as to those amounts.

Inter-State is supplying each member to whom Inter-State issues milk checks with a separate statement showing the pounds of milk, which can be used as supporting evidence to accompany the application for this subsidy payment. In this manner there is no occasion to run the risk of losing the regular statement.

About the best method of climbing higher is to remain on the level.

Annual Meeting November 29-30

Arouses Record Interest Among Members

Special Women's Program Monday A.M.

Vital Problems Face Delegates

INTER-STATE's eighth annual meeting, to be held at the Benjamin Franklin Hotel in Philadelphia on November 29-30, will again face serious wartime problems confronting the dairy industry. The meeting, open as always to delegates and all members of Inter-State, will convene at 10:00 o'clock on Monday morning, November 29. The 103 locals will be represented by 122 delegates who will be entitled to vote on all matters brought before the delegate body for action. Discussion on these questions will be open to any and all members of Inter-State who may be present.

Arrangements for the annual meeting and the program are in charge of a committee of directors of which **A. R. Marvel**, Easton, Md., is chairman, with **Joseph S. Briggs**, Yardley, Pa., and **Coy E. Mearkle**, Everett, Pa., other members of the committee. They have planned the banquet program, including speakers, and are handling the many arrangements and details involved in holding a meeting of this kind.

The Women's Program

A unique program of special interest to the women has been arranged by the women's committee, consisting of **Mrs. Charles R. Hires, Jr.**, Salem, N. J., chairman; **Mrs. Wilbur H. Jump**, Houston, Del.; **Mrs. Frank Magill**, Doylestown, Pa.; and **Mrs. J. Lawson Crothers**, North East, Md. **Mrs. Miles Horst**, wife of Pennsylvania's Secretary of Agriculture and well-known to many Pennsylvania farm women, will talk to the group.

Of further interest on this program will be several vocal numbers by **Miss Grace Ewing**, daughter of Inter-State member **Leon V. Ewing**, Elkton, Md. She will be accompanied on the piano by **Miss Margaret Moore**, also of Elkton. In addition, Miss Moore will render several piano selections and will provide piano accompaniment for the group singing.

Another important feature of this program will be a forum discussion by **Dr. C. W. Pierce**, Associate Professor of Agricultural Economics, and **Wm. L. Barr**, Assistant Professor of Agricultural Economics, of

Pennsylvania State College. In this forum they will discuss, pro and con, many of the perplexities and problems facing consumers and producers of milk. Costs and prices will be handled by them in a manner that will be both informative and entertaining. This feature, it is believed, will help give our farm women a clearer conception of the problem and will arm them with facts and information on relative values which can be used by them in bringing their urban friends up-to-date on these matters.

Resolutions Committee Named

Indications point to a large attendance at the banquet. This feature of the annual meeting program is described more fully on the cover page. It is assured that the program will be of intense interest to Inter-State's members and guests.

Members of the Resolutions Committee are **Olin S. Davis**, Golts, Md., chairman; **Wm. J. Lauderdale**, Lambertville, N. J.; **S. W. Stearly**, Collegeville, Pa.; and **Philip C. Newbaker**, Easton, Md. This committee will meet Saturday morning, November 27, to study and consider all resolutions presented by that date. At their discretion and direction, resolutions will be mimeographed so that all delegates may have copies of them for detailed study before action is taken on them. This can apply only to resolutions which are received in advance. If received or submitted late the committee will not have an opportunity to study them, such resolutions being presented to the delegates orally after other resolutions have been acted upon.

The resolutions will be presented to the delegates before the close of business at the Monday afternoon session, but action on them will not be taken until during the Tuesday morning session.

Make Hotel Reservations Early

All delegates, members and friends who are desiring hotel accommodations for the meeting are urged to make their reservations in advance, preferably through the Inter-State office. Hotels are crowded and unless reservations are made before

arrival, it may be difficult or even impossible to obtain accommodations. Use the coupon on page 9, sending it to Inter-State. If arrangements are being made direct with the hotel, specify in making the reservation and also when registering for your room that you are attending the Inter-State Milk Producers' Cooperative meeting in order to obtain the rates which apply.

Be Thrifty With Dairy Feed During Coming Winter

Much has been said this year about how to save dairy feed concentrates. But as herd owners approach the barn feeding season, **E. J. Perry**, extension dairyman at Rutgers University, suggests checking up on management methods once more to see that no valuable feed is wasted.

As a guide, he has chosen the following hints from the New Jersey Experiment Station bulletin, "Meeting the Dairy-Feed Emergency," which are particularly important right now.

During the barn feeding period, feed little or no grain to high testing breeds producing less than 15 pounds and to low testing breeds producing less than 20 pounds of milk daily, but feed all the hay and silage the animals will eat.

Limit the grain for dry cows, depending upon condition and fleshing of the individual. Prior to freshening, however, condition cows by feeding some grain if necessary.

Utilize supplemental pasture such as barley, rye, wheat, second growth clover, or second and third growth alfalfa for late fall or early spring pasture.

Grind or crush corn and cereal grains used in the grain mixture. A coarse to medium grind is preferred to finely ground material, especially where wheat is concerned.

Utilize miscellaneous forages, such as pumpkins or turnips, to replace roughages or grain for cows and growing heifers. One ton of pumpkins equals 400 pounds of mixed hay or 800 pounds of corn silage; one ton of turnips equals 50 pounds of mixed hay or 250 pounds of oats.

Prof: "Didn't you have a brother in this class last year?"

Student: "No, sir, it was I. I'm taking it over."

Prof: "Extraordinary resemblance."

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South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464.

Rubber on Tractors Stopped by Tire Shortage

County war boards have been instructed to approve no further conversions from steel to rubber on the wheels of tractors or farm implements, except for drive wheels only, and then in only the most urgent cases. This information was transmitted to all New Jersey county war boards by E. V. Lipman, executive officer of the state organization.

Conversion of wheels from steel to rubber has been restricted to custom operators since August 8. This action indicates a serious shortage of tractor and implement tires in front wheel sizes and a shortage of rubber and tires generally.

Personal Glimpses

Inter-State lost a loyal member with the death on October third of **James H. Carter**, Carmichael, Md. Besides his wife, Mr. Carter is survived by four sons, one daughter and eleven grandchildren.

Once again the herd of **G. de S. Canavaro**, Queenstown, Md., has scored. A two year old registered Guernsey cow, Contender's Marietta, recently completed an Advanced Register record of 12,504.9 pounds of milk and 602.1 pounds of butterfat. **Spencer Dashiell** manages this herd.

Georges deSouza Canavaro died in the Johns Hopkins Hospital, Baltimore, on October 18, after an illness of several months. He had developed, on his farm at Queens-town, Md., one of the country's better herds of purebred Guernseys and it is understood that **Mrs. Canavaro** will carry on the dairy business. He is survived by his wife, a son, a daughter and a granddaughter.

Wm. H. Reynolds of Middletown, Del., is recovering at the Wilmington General Hospital from painful injuries to his hand and arm, which were caught between the rolls of his corn picker. He is a son of the late **John D. Reynolds**, former director of Inter-State.

We are glad to hear that **Carroll L. Pettit, Jr.**, Woodstown, N. J., is home and recovering from injuries resulting from a fall off a load of hay on July 14, 1943.

On July 20 lightning destroyed a barn on the farm of **Jos. Maloney**, Bear, Del. Mr. Maloney is completing the building of a new barn to take its place.

After a long illness, **A. Sidney Gadd, Sr.**, age 82, passed away on October 16, at the home of his son, **John Denwood Gadd**. He is survived by another son, **A. Sidney Gadd, Jr.** and **Mrs. John Ashley**, both of Centerville, Md.

On October 16, **Miss Katherine Louise Andrew** became the wife of **Bernard Michael Marth**, son of **Mrs. Catherine Marth**, Easton, Md.

Word has come to us that **Geter Gouge**, Oxford, Pa., suffered a broken shoulder blade and several broken ribs when he was caught under a wagon loaded with fodder.

Mrs. Anna A. Davis of New Castle, Delaware, passed away recently after a long illness. Her son, **Harvey Davis**, who has been operating her farm, is continuing to carry on this work.

The Pennsylvania Farm Show Commission, as recently appointed by **Governor Edward Martin**, includes as one of its three members, **Kenzie S. Bagshaw**, a director of Inter-State.

Aviation student **Kenneth L.**

MILK PRODUCERS REVIEW

Patterson, son of Mr. and Mrs. **Fred J. Patterson**, St. Thomas, Pa., has been transferred from the training station at Miami Beach, Florida, to St. Anslem's College, Manchester, N. H., a pre-flight school.

Fire destroyed the barn, tobacco shed and milk house on the farm of **Jacob K. Eckman**, east of Quarryville, Pa., recently. In addition, two horses, four hogs, four calves, tobacco, stored feed crops and farm machinery were lost.

Our Zone Number Is "8" Use It In Writing Us

When writing to Inter-State on any business whatever, please include our postal zone number in the address. That zone number designates the branch post office through which our mail is handled and it assures more prompt delivery of mail. This is going to be doubly important during the Christmas rush, when a large part of the mail will be handled by relatively inexperienced help.

Our address is

401 North Broad Street,
Philadelphia 8, Pa.

Please be sure you include the "8" in the address when writing us.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, etc., required by the Acts of Congress of August 24, 1912, and March 3, 1933, of INTER-STATE MILK PRODUCERS' REVIEW, published monthly at Philadelphia, Pennsylvania, for October 1, 1943.

Before me, a notary public in and for the State and county aforesaid, personally appeared **H. E. Jamison**, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the Inter-State Milk Producers' Review and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia 8, Pa. Editor—H. E. Jamison, 401 North Broad St., Philadelphia 8, Pa. Managing Editor—None. Business Manager—H. E. Jamison, 401 North Broad St., Philadelphia 8, Pa.

2. That the owner is Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia 8, Pa. No stockholder owns as much as one percent of the total amount of stock. President—B. H. Welty, Waynesboro, Pa., R. 4. Vice-President—A. R. Marvel, Easton, Md. Secretary-Treasurer—H. E. Jamison, 401 N. Broad St., Philadelphia 8, Pa.

3. That the known bondholders, mortgages, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and that this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds or other securities than as so stated by him.

H. E. JAMISON, Editor.
Sworn to and subscribed before me this 29th day of September, 1943. G. M. Pursley,
(My commission expires Jan. 31, 1945)

November, 1943

Frank Miles Wins in Maryland 4-H Work

The highest 4-H dairy club honors on the Eastern Shore of Maryland in 1943 went to **Emory Miles**, 19 year old 4-H club member of Centerville. In recognition of his achievements, he has been awarded a trip to the 1943 National 4-H Club Congress in Chicago, being held November 28 to December 2. This award has been made possible through Inter-State's contribution toward the promotion of 4-H dairy work in Maryland.

Emory is a son of **Frank M. Miles** and has been a club member for six years. He now owns three purebred and 13 grade Guernseys. It is expected that he will soon be a member of Inter-State, as he has rented a 90-acre farm, of which he will take possession in February and become a milk shipper in his own name. He will continue to develop his herd of Guernseys on the new farm.

New Jersey 4-H Winner Will go to Chicago

New Jersey 4-H club members will be represented at the National 4-H Club Congress in Chicago, November 28-December 2, by **Paul Adams** of Medford and **John Wengryn** of Somerville, representing South and North Jersey, respectively. These boys have achieved the highest State honors available to 4-H dairy club members.

Paul Adams is a son of **Elmer Adams**, an Inter-State member. He has an outstanding record as a 4-H club member, having been in the dairy club for seven years. He is serving his second term as president of the club. Not only does he own six purebred Guernseys on which he keeps complete records, but he has also kept complete feed and production records on his father's herd of 25 cows for five years.

Elwood Robinson, Jr., of Woodstown, son of **Elwood Robinson**, is the county Holstein winner in Salem County. He will receive an appropriate award from the State Holstein Association.

Another "Inter-State" winner is **Mildred Groendyke** of Trenton, daughter of **Raymond C. Groendyke**, who won a trip to Chicago and a \$25.00 war bond on the basis of her leadership in food production and community service projects.

Ruth Pettit of Woodstown, daughter of **Frank C. Pettit**, is being awarded a \$25.00 war bond for her outstanding record in leadership.

It is strange that men call money dough—dough sticks to the fingers.



Fats and Oils Shortage Forces Oleo Points Upward

The oleomargarine picture is changing. Consumption of this product has been booming for months but now, according to OPA, "Consumer use of oleomargarine must be kept at present levels."

That statement accompanied the announcement of an increase in the point value of oleo from four to six points per pound, effective November 1. When first rationed oleo was five points per pound.

This action reflects the serious shortage of all fats and oils in America. It practically duplicates the situation that usually develops during wartime and was current during the first world war, that is, a scarcity of fats for food, soaps and wartime industrial uses. The fats of which oleo is made can well be used for any of these purposes.

It is believed in some quarters that hearings on the Fulmer bill to remove controls from oleo was hurried up in Congress in order to accomplish this end before this crisis in fats and oils was officially recognized. Comments on that bill will be found on another page.

If You Have a Resolution for the Annual Meeting

Smooth handling of resolutions at Inter-State's annual meeting makes it a better meeting. Since the resolutions committee meets on Saturday, November 27, to study each resolution then in their hands it is desirable that the resolutions be sent in early—so as to reach this committee before they meet.

We are repeating the recommendations for the submitting and handling of resolutions. They follow:

1. All resolutions must be in the hands of the committee by noon, Saturday, November 27.

2. Each resolution must be signed (a) if from a District or Local, by

the president and secretary of that group, (b) if sponsored individually, by that individual.

3. Resolutions received on time will, at the direction of the Resolutions Committee, be mimeographed and copies given all delegates. They will take precedence over other resolutions.

4. Resolutions received after the deadline will not be mimeographed and will be presented from the floor by the sponsor only after other resolutions are disposed of.

A Better Clover Variety

An additional one-half to one ton more hay per acre has been obtained by New Jersey farmers from Cumberland red clover than from ordinary varieties, reports **C.S. Garrison** assistant extension agronomist at Rutgers University. He describes Cumberland as one of the best yielding red clover strains which can be grown in that state and adds that Kentucky 101 is just as productive but the seed supply is limited.

Although the seed of the Cumberland strain may cost a few cents more per pound, the additional cost will be returned many fold as the result of the higher hay yields harvested.

Garrison advises early attention to seed supplies as the better varieties are not too plentiful.

At a meeting of an urban district council, the clerk announced that he wanted a supply of ribbons for the typewriter.

At once a member protested against such extravagance.

"She is a very satisfactory girl," he said, "but I don't see why she should be provided with finery at the expense of the taxpayers."

USE THE MILK COOLER

Nights are cooler but, no matter how cool—or even cold—they get, it is poor business to depend upon the cold air to cool milk. Cooling by setting a can of milk in the air is uncertain at best. The same can of milk placed in cold water will cool in a small fraction of the time, thereby arresting any bacterial action before it can get well started.

Use your milk cooler the year around. Its need is well recognized in hot weather, but in the spring and fall, when the air is chilly, its need is almost as great.

In winter the cooling tank serves a double purpose. It cools the milk quickly, then, because of its good insulation, prevents the milk from freezing, thereby protecting its quality and flavor

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I Sept.	Class I Oct.	Class II Sept.	Class II Oct.	Class III Sept.	Class III Oct.
Philadelphia Suburban	1A	\$3.85	\$3.408	\$3.403	\$2.513	\$2.513	
Altoona	9	3.70	3.337	3.333	2.478	2.478	
Huntingdon-Tyrone	10-2	3.45	3.337	3.333	2.478	2.478	
State Wide	11	3.50	3.337	3.333	2.478	2.478	
Lancaster	14	3.73	3.355	3.352	2.478	2.478	
Reading	15	3.70	3.355	3.352	2.478	2.478	

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

September	I	IA	II	III	*Bonus
Cream Top Dairy	98	0	0	2	—
Eachus Dairy	95	0	5	0	—
Everett Milk & Ice Cream Co.	55.88	0	44.12	0	—
Fraim's Dairy	92.81	x	7.19	x	100
Hoffman's	76	10	14	0	—
Penn Cress Ice Cream Co.	33.5	1.3	65.2	0	—
Chas. G. Waple Dairies	93.9	4.3	0	1.8	—
Williamsburg Dairy	100	0	0	0	—

October

Blue Hen Farms	94	x	6	x	—
Clover Dairy Co.	96.11	x	3.89	x	—
Fraim's Dairy	96.11	x	3.89	x	—

October

September	Location	Area	Price
Cream Top Dairy	Lancaster, Pa.	14	\$3.70
Eachus Dairy	West Chester, Pa.	1A	3.84
Hershey Creamery Co.	Greencastle, Pa.	11	3.60
Highland Dairies	Coatesville, Pa.	1A	3.83
Hoffman's	Altoona	9	3.53
"	Bedford	10, Z2	3.53
"	Huntingdon	10, Z2	3.53
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.444
Chas. G. Waple Dairies	Tyrone, Pa.	10, Z2	3.387
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

* Percentage of production on which "A" producers were paid Grade "A" bonus.

Prices Paid for 4% Milk

September	Location	Area	Price
Cream Top Dairy	Lancaster, Pa.	14	\$3.70
Eachus Dairy	West Chester, Pa.	1A	3.84
Hershey Creamery Co.	Greencastle, Pa.	11	3.60
Highland Dairies	Coatesville, Pa.	1A	3.83
Hoffman's	Altoona	9	3.53
"	Bedford	10, Z2	3.53
"	Huntingdon	10, Z2	3.53
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.444
Chas. G. Waple Dairies	Tyrone, Pa.	10, Z2	3.387
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

October

Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	—
Centerville Producers Co-op.	Centerville, Md.	—	3.89
Clover Dairy Company	Wilmington, Del.	—	3.89
Delamore Dairy	Wilmington, Del.	—	3.90
Fraim's Dairy	Wilmington, Del.	—	3.93
Greenhill Dairy	Wilmington, Del.	—	3.90
New York City Buyers	201-10 mile zone	—	3.51
Supplee-Wills-Jones	Nassau, Del.	—	3.68
West End Dairy	Wilmington, Del.	—	3.90
Western Maryland Dairy	Rising Sun, Md.	—	3.79

He worried about the weather, he worried about his health, he worried about his business, he worried about his wealth.

She worried about the children, she worried about her clothes, she worried about the neighbors, she worried about her woes.

They worried about their taxes, they worried about their pets, they worried about their future, they worried about their debts.

They worried, still they worried; they worried, but alas. They worried about a lot of things that did not come to pass.

A man and wife, hiking in the woods, suddenly realized they had lost their way. "I wish Emily Post were here with us," said hubby. "I think we took the wrong fork."

Floss: "You'll never catch me going out to dinner with an editor again."

Friend: "Why? Was he broke?"
Floss: "I don't know that, but he put a blue pencil through about half my order."

One-third of all accidents occur in the kitchen, says a safety statistician. And they're placed on the table just as if they hadn't happened.

—*Kitchener Record*

Said the little brown hen to the old red cow, "It looks like the canners would get you now." Said the old red cow to the little brown hen, "I'll be saved by a subsidy—but Gaud knows when."

—*California Milk News*

Class Prices

September	Class I	Class II
September	\$3.93	\$3.180
October	3.93	3.197
November	3.93	—

New Jersey

September	Class I	Class II
September	\$3.83	\$2.67
October	3.83	2.67
November	3.83	2.67

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of *Cream & Dry Skimmilk
September \$25.59375 11.3125¢
October 25.450 11.7659¢
*—Per 40-quart can of 40 percent cream;
†—Per pound of roller process dry skimmilk;
each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
Cents Per Pound
Oct., 1943—46.75*
(No change during month)
Sept., 1943—46.75*
Oct., 1942—46.50

*—Quotations include subsidy payments.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average price paid do not include any bonuses or premiums which producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers August, 1943

Dairy	Grade "A" & Premium	Grade "B"
Abbotts Dairy	\$4.23	\$3.83
Arrowhead-Shoemaker	4.23	3.83
Castanea Dairy	4.07	3.69
Gilmour, J. C.	4.17	3.68
Kligerman Dairy	4.23	3.83
Locust Lane Farms	4.00	3.71
N. J. Milk Products	3.84	3.77
Parks Dairy	4.04	3.83
Rainier's Dairy	4.23	3.77
Scott-Powell Dairies	4.23	3.77
Supplee-Wills-Jones	4.07	3.71
Sylvan Seal	—	3.75
Wilson Dairy	4.17	3.77

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Army paratroopers were practicing their jumps in a backwoods region. A parachutist started to come down on a field, near which lived an old mountaineer and fifteen children. One of the youngsters saw the parachute floating down with a man attached to it, and he ran into the house yelling, "Bring your shotgun, pappy—the darn stork is bringin' em full-grown now."

Prices 4% Milk, Sept. and Oct.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during September and October, 1943.

Handler	Plant Location	Location Differ. Cent.	Sept. Price	Oct. Price
Market Average	f. o. b. Philadelphia	—	\$3.910	\$3.979
Abbotts Dairies	Philadelphia, Pa.	—	\$3.931	\$4.050
"	Curryville, Pa.	339	3.562	3.681
"	Easton, Md.	283	3.618	3.737
"	Goshen, Pa.	241	3.660	3.779
"	Oxford, Pa.	227	3.674	3.793
"	Port Allegheny, Pa.	416	3.485	3.604
"	Spring Creek, Pa.	451	3.450	3.569
Ardmore Home Dairies	Ardmore, Pa.	—	4.001	4.057
Baldwin Dairies	Philadelphia, Pa.	—	3.934	3.974
Bedminster D'ymn's Ass'n.	Bedminster, Pa.	22	3.725	3.732
Bergdoll's, John C., Dairy	Boothwyn, Pa.	09	3.924	3.968
Booth, Chas. T.	Chester, Pa.	07	3.970	4.043
Breuninger Dairies	Philadelphia, Pa.	—	3.951	4.008
"	Richlandtown, Pa.	227	3.724	3.751
Brookmead G'rns'y Dairies	Wayne, Pa.	07	4.091	4.060
Brown's Dairy	Glenside, Pa.	07	3.935	3.888
Buck's Co. Farms Dairies	Morrisville, Pa.	22	3.651	3.661
Buehlers Dairy	Willow Grove, Pa.	07	3.995	4.056
Clover Crest Dairy Farm	Newtown, Pa.	13	3.897	3.870
Cooklyn Milk Co.	Goldsboro, Md.	262	3.570	3.670
Crawford, M. S., Dairy	Drexel Hill, Pa.	—	3.947	4.001
Crumdale Farms Dairy	Berwyn, Pa.	09	—	4.054
Crystle, Wm. H., Dairy	Chester, Pa.	07	3.864	3.928
Darlington Bros.	Darling, Pa.	09	3.955	3.988
Deger's Dairy	Mont Clare, Pa.	13	3.872	3.861
Dietrich's Dairy	Reading, Pa.	234	3.672	3.706
Engel Dairy	Philadelphia, Pa.	—	3.992	4.053
Ervin's Dairy	Philadelphia, Pa.	—	4.018	4.089
Frankford Dairies	Philadelphia, Pa.	—	3.946	3.998
Gailey Ice Cream Co.	Delta, Pa.	248	3.689	3.703
Gardenville D'ymn's Ass'n.	Gardenville, Pa.	13	3.831	3.796
Gardenville Farm Dairies	Gardenville, Pa.	13	3.975	4.022
Gaynor, Hyland L.	Boothwyn, Pa.	09	3.885	3.932
Gorman Dairies	Newtown, Sq., Pa.	07	4.084	4.092
Greentree Creamery Ass'n.	Obelisk, Pa.	22	3.658	3.699
Gross, Chas. Dairy	Philadelphia, Pa.	—	4.013	4.062
Grubbs Dairies	Media, Pa.	07	3.994	4.073
Hamilton Dairies	Philadelphia, Pa.	—	3.992	4.076
Hansell, A. R.	Mainland, Pa.	11	3.882	3.925
Harbisons' Dairies	Philadelphia, Pa.	—	3.772	3.815
"	Brandtsville, Pa.	276	3.929	3.975
"	Byers, Pa.	22	3.623	3.669
"	Carlisle, Pa.	276	3.679	3.725
"	Hurlock, Md.	283	3.623	3.669
"	Massy, Md.	241	3.616	3.662
"	Millville, Pa.	332	3.658	3.704
"	Sudlersville, Md.	248	3.567	3.613
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.651	3.697
"	Boiling Springs, Pa.	276	3.813	3.944
Hill Crest Farms	Eddington, Pa.	09	3.507	3.638
Holiday Dairy	Norristown, Pa.	11	4.027	4.051
Homestead Guernsey Farm	Chester Hgts., Pa.	11	3.867	3.951
Hutt's Dairies	Philadelphia, Pa.	—	3.930	3.932
Individual Dairies	Philadelphia, Pa.	—	3.956	4.032
Ivy Crest Guernsey Dairies	Hatboro, Pa.	09	4.055	4.088
Jersey Queen Dairy	Philadelphia, Pa.	—	3.951	3.922
Johnson, J. Ward, Dairy	Woodlyn, Pa.	07	3.991	4.026
Lehigh Valley Farmers	Allentown, Pa.	234	3.874	3.995
Marmer, John	Bryn Mawr, Pa.	—	4.490	4.170
Marshall, T. Forest	Linwood, Pa.	09	3.957	3.895
Martin Century Farms	Lansdale, Pa.	11	4.010	4.016
Meyers Dairies	Ambler, Pa.	09	3.841	3.855
Miller-Flounders Dairy	Chester, Pa.	07	3.803	3.847
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	3.982	4.040
Montg-Berk Dairy Co.	Boyetown, Pa.	227	4.004	4.059
Nelson Dairies	Norristown, Pa.	09	3.593	3.612
Oakes Dairy Farm	Chadds Ford, Pa.	11	3.850	3.913
Oakland Farms	Fairview Village, Pa.	11	3.939	3.927
Pennbrook Milk Co.	Philadelphia, Pa.	—	3.862	3.952
Penn-Reed Milk Co.	Belleville, Pa.	318	3.950	4.031
"	—	—	3.447	3.528
Pinkerton, S. D.	Media, Pa.	07	\$3.951	—
Quaker-Maid D'y Products	Philadelphia, Pa.	—	4.083	\$4.061
Quinn's Dairies	Philadelphia, Pa.	—	3.936	3.981
Richards, F. H.	Philadelphia, Pa.	—	4.024	4.054
Rosenberger's Dairies	Hatfield, Pa.	13	3.797	3.801
Schillinger's Dairies	Philadelphia, Pa.	—	3.974	4.056
Scott-Powell Dairies	Philadelphia, Pa.	—	3.857	3.943
"	Ardmore, Pa.	—	3.857	3.943
"	Clayton, Del.	241	3.586	3.672
"	Fairdale, Pa.	318	3.509	3.595
"	New Holland, Pa.	234	3.593	3.679
"	Pottstown, Pa.	22	3.607	3.693
"	Snow Hill, Md.	304	3.523	3.609
Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.629	3.715
Suburban Dairies	Center Port, Pa.	248	3.351	3.437
Supplee-Wills-Jones	Manoa, Pa.	—	4.027	4.093
"	Philadelphia, Pa.	—	3.935	3.981
"	Bedford, Pa.	332	3.573	3.619
"	Chambersburg, Pa.	297	3.608	3.654
"	Hagerstown, Md.	304	3.601	3.647
"	Harrington, Del.	262	3.643	3.689
"	Huntingdon, Pa.	332	3.573	3.619
"	Leaman Place, Pa.	234	3.671	3.717
"	Lewistown, Pa.	311	3.594	3.640
"	Mercersburg, Pa.	311	3.594	3.640
"	Mt. Pleasant, Del.	227	3.678	3.724
"	Princess Anne, Md.	297	3.608	3.654
"	Townsend, Del.	234	3.671	3.717
"	Worton, Md.	255	3.650	3.696
Sylvan Seal Milk	Philadelphia, Pa.	—	3.950	3.980
Sypherd's Dairies	Philadelphia, Pa.	—	3.910	3.975
Taylor's Dairy	Jenkintown, Pa.	—	3.986	4.108
Turner & Westcott	Glenroy, Pa.	234	3.703	3.762
Walnut Bank Farms	Quakertown, Pa.	227	3.960	4.017
Warners Dairy	Berwyn, Pa.	09	3.910	3.975
Wawa Dairy Farm	Wawa, Pa.	09	3.872	3.954
Willow Ridge Farm	Hatboro, Pa.	09	3.910	3.924
Wilmer Dairies	Conshohocken, Pa.	07	3.845	3.877
Wissahickon Dairy	Philadelphia, Pa.	—	3.999	3.987
Witchwood Dairy	Spring House, Pa.	11	3.934	3.946

*—The location differentials set forth in this column are as provided in paragraphs 961.8d and 961.8e of the marketing order. The location differential as set forth in paragraph 961.8d is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cents for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8e an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid, or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8e permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

MARKET SUMMARY

	Oct. '42	Sept. '43	Oct. '43
Class I price, 4% milk	\$3.70	\$4.050	\$4.050
Class II price, 4% milk	2.74	3.300	3.317
Weighted Average Price	3.553	3.910	3.979
Class I, pounds	64,799,852	65,397,781	61,669,448
Class II, pounds	9,708,641	6,863,228	3,932,829
Total pounds	73,878,493	72,261,009	65,602,277
Class I, percent	87.71	90.50	94.01
Class II, percent	12.29	9.50	5.99
Average butterfat test, %	4.084	3.93452	4.13049
Number of producers	10,144	9,624	9,593
Value, 4% basis, f.o.b. Philadelphia	\$2,624,707.82	\$2,825,122.25	\$2,610,199.88

Secondary Markets

Trenton

Milk production in the Trenton area is now at a very low ebb and is expected to continue in this unfavorable position as long as the present unsatisfactory price relationships between costs and returns prevail. It is the general opinion among producers in the area that the subsidy of 50 cents per hundred recently authorized is inadequate to stimulate production and still leaves the total price far below the cost of production.

The situation is aggravated further by the scarcity, the high price and the low quality of dairy feeds. The labor situation continues critical and deserves prompt action or there is danger of its becoming worse.

This combination of circumstances is causing dairymen to sell more cows than usual and, in many cases, they are selling their entire herds.

The Trenton Inter-State Milk Market Committee now meets in the office at 19 W. State Street at 11:00 A.M., the last Tuesday of each month, instead of at 2:00 P.M., as formerly. The November meeting, however, is being held on the 23rd, to avoid conflict with the Inter-State annual meeting on November 29-30.

Wilmington

The Wilmington Milk Market Committee met at Newark on November 11, with the serious milk shortage the principal subject of discussion. The consumer subsidy being paid to milk producers was also discussed and was severely criticized by those in attendance. It was the general hope that the price situation could be straightened out in such a manner by January 1 that producers would get a fair price for their product, with this price being reflected in the consumer prices.

The Newark and Kirkwood Locals held their annual meetings jointly at the University of Delaware on November 3.

Officers elected by the Newark Local were:

President—Fred B. Martenis
Vice-President—W. Steele Atwell
Sec'y.—Treas.—Wm. H. Naudain
Delegate—Henry C. Mitchell
Delegate—Edwin P. Pierson
Alt. Delegate—Fred B. Martenis
Alt. Delegate—Norman T. Dempsey

The officers elected by the Kirkwood Local were:

President—Norman E. Ford
Vice-President—Robt. M. Proud
Sec'y.—Treas.—Chas. B. Moore
Delegate—Norman E. Ford
Alt. Delegate—Chas. B. Moore

A similar joint meeting of the Middletown and Townsend Locals was held on November 5, at the Middletown Fire Hall. Officers elected by the Middletown Local were:

President—Chas. S. Ellison, Jr.
Vice-President—Harry Seemans
Sec'y.—Treas.—Victor P. Kohl
Delegate—Jas. C. Ginn, Jr.
Delegate—John R. Butler
Alt. Delegate—B. H. Moore, Jr.
Alt. Delegate—Geo. H. Shaw

The officers elected by the Townsend Local were:

President—Wm. Price, III.
Vice-President—Earl Davis
Sec'y.—Treas.—Harris B. McDowell, Jr.
Delegate—Wm. Price, III.
Alt. Delegate—Elmer Goldsboro

South Jersey

The annual meetings of the five Locals in District 23 were held jointly at the Daretown school on November 9. Officers elected by each Local are as follows:

Bridgeton
President—Wm. Lawrence
Vice-President—Percy Fogg
Sec'y.—Treas.—Chester S. Bonham
Delegate—Elwood Smith
Alt. Delegate—Percy Fogg

Deerfield Street
President—Belford P. Moore
Vice-President—Carl Coleman
Sec'y.—Treas.—John M. Johnson
Delegate—Emiel Uhland
Alt. Delegate—Belford Moore

Mullica Hill
President—Henry Edwards
Vice-President—Herbert Kincaid
Sec'y.—Treas.—Edgar A. Skinner
Delegate—Robt. P. Duffield
Alt. Delegate—Wm. Brown

Salem
President—Dewey Elwell
Vice-President—H. Ross Fogg
Sec'y.—Treas.—Raymond Drummond
Delegate—Norman E. Harris
Alt. Delegate—C. Lester Cain

Woodstown
President—Russell Hiles
Vice-President—Jos. C. Pettit
Sec'y.—Treas.—Alvin String
Delegate—Russell Hiles
Delegate—Arthur Waddington
Alt. Delegate—Oakford Richman
Alt. Delegate—Benjamin Williams

The six delegates of the District are meeting soon to elect a director for a three-year term, to succeed Chas. R. Hires, Jr. Mr. Hires will not be a candidate for this office.

The annual meeting of the Burlington County Local of District 2 was held November 12, at the Burlington County Court House at Mount Holly. The following officers were elected:

President—E. B. Phillips
Vice-President—Lester Jones
Secretary—Clarence A. Adams
Treasurer—Lynam A. Horner
Delegate—B. H. Allen
Alt. Delegate—J. Harold Joyce

Attend the Annual Meeting

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during October, 1943.

Farm Calls.....	1071
Non-Farm Calls.....	286
Butterfat Tests.....	3733
Plants Investigated.....	60
Herd Samples Tested.....	176
Brom Thymol Tests.....	180
Microscopic Tests.....	56
Membership Solicitations.....	342
New Members Signed.....	35
Meetings.....	42
Attendance.....	1154

Lime Helps Keep Microbes Busy At Soil Improvement

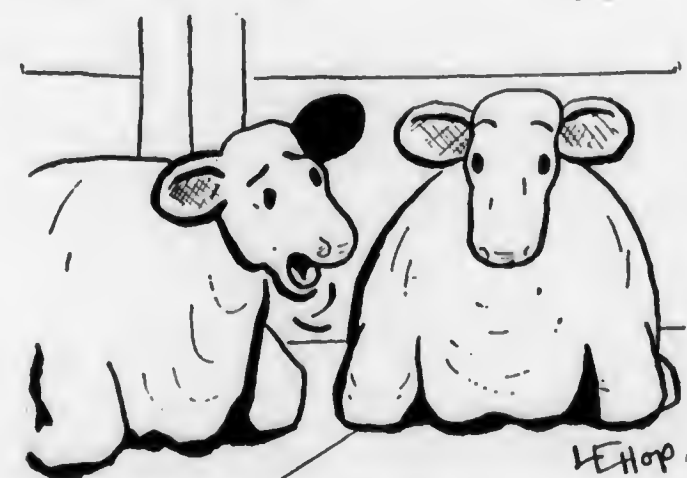
In urging farmers to use plenty of lime this fall, Dr. Firman E. Bear, chief of Rutgers University's soils department, says that when this valuable white powder does its well known job of "sweetening" the soil, it really does what an expeditor does in industry—it keeps things moving.

When cover crops are plowed under or manure spread on the ground, millions of microbes must go to work before the new material becomes useful to plants. Otherwise, only the type of microbes that thrive under slum conditions and do nothing to better their surroundings will run rampant, making the soil unsanitary.

"This situation calls for ventilation and the use of some corrective chemical agent," Dr. Bear says. "Plowing, cultivating and the movement of rain through the soil will provide the ventilation and lime is the best corrective chemical for encouraging the growth of beneficial microbes.

"When lime is applied to soil that needs it, beneficial microbes take on renewed vigor. As a result, large amounts of nitrogen, phosphoric acid and potash are released and made available to plants.

When Hitler gets to the end of his rope, we hope that he will do the world a favor and tie the end around his neck.



"People certainly have it nice,— something to do all day!"

Delaware FFA Winner Calls Livestock Raising An Art

ONE of the annual activities of the Future Farmers of America is the holding of public speaking contests. These are carried out by the elimination process, whereby the winners in the respective sections meet in sectional or state contests, state winners meet in regional contests and the winners of these events participate for national honors at the F. F. A. convention, which was held at Kansas City, Mo., October 11-14.

This year's Delaware winner, who participated in the northeastern regional contest, was Vernon C. Connell of Newark, grandson of Robt. L. Connell.

In closing his talk "Dairy and Victory," for which he won the Delaware contest, he said,

"May I call the attention of new breeders of livestock to your opportunity and your mission. Michael Angelo as a sculptor could give to cold marble the warmth and life of the human form. Raphael could trace upon the canvas a Madonna that would lift the souls of men. Beethoven could strike chords of melody in a symphony that would forever bless mankind. The breeder is an artist and a sculptor combined. His is a much slower and more difficult process. He works with flesh and blood. He mates livestock with a definite goal in mind. He keeps before him an ideal, and in time, a breeder may rival the accuracy of an artist whose name is placed among the world's immortals.

"We must remember, however, that the real mission of dairying is to pay off the mortgage, send the boys and girls to college and provide a better standard of living in the years of peace that shall finally come.

"Without vision, the people perish," but we cannot repeat too often that the only coin with which a nation can pay for victory is found in the short, hard words of

Winston Churchill, 'work and toil blood and tears.' Every man and woman will need to make some sacrifice if they hope to bring victory.

"Most of us will not have the opportunity to write our names on the roll of history, but all of us can work a little harder, can produce a little more, raise an extra acre of food crops, produce another hundred pounds of milk, and all of us can buy War Bonds and Stamps. Victory cannot come unless and until the American people learn to work and pray with the same earnest devotion that we know our boys employ on the field of battle."

Proposed Law Would Compel Regular Dairy Price Adjustments

THE revised Eastland-McClellan Bill, which has the support of the combined member groups of the National Cooperative Milk Producers' Federation, is the answer insofar as dairying is concerned to the complicated and unwanted food subsidies of the administration, Charles W. Holman, Federation secretary, testified as the opening witness for the dairy industry as hearings on the bill began November 4 and 5 before the Senate Committee on Agriculture sub-committee on food.

The revised Eastland-McClellan Bill would eliminate dairy subsidy payments, offering instead a simplified system of attaining for dairy farmers a fairer market price. Dairy farmers would be paid increases on the basis of 50 cents per hundred-weight for fluid milk and 6 cents per pound for creamery butter. The bill also provides that consideration be given to historic differentials. It also calls for periodic adjustments to meet increased production costs.

Cut Your Fertilizer Bill By Using Enough Lime

You can get crop yields without using lime—if you want to use a ton or more of 5-10-10 fertilizer per acre! But if you want to keep that fertilizer bill down and help conserve materials, you would be wise to use adequate amounts of lime, according to Dr. Firman E. Bear, professor of soil chemistry at Rutgers University.

"Lime hastens the decay of organic material and speeds up the production of nitrates from it," Dr. Bear points out. "It helps keep the phosphoric acid of fertilizers available to the crops for a much longer period than it would be otherwise. And, since the roots of plants grow much more deeply in well-limed soils, more of the natural supply of potash in the subsoil becomes available for use."

Such changes would be worked out through public hearings, a method which has proved workable in the past.

"This bill offers an opportunity to the Congress to enforce its leadership in the setting of a national policy. Asserting this right will break the deadlock that has developed with the administration over the subsidy question," Mr. Holman testified. "We are fast approaching the limit of dollars we can secure from additional taxation. Tax leaders in the Congress can see their way clear to levy only a little more than two billion dollars in additional taxes in the coming year.

"In the face of this situation the administration has advanced an inflationary food subsidy program that would cancel out all the additional taxes that can be raised during the coming year. There is small justification for such a program in the minds of millions of heavily taxed Americans, including farmers."

In further support of this bill, witnesses representing member units of the Federation from widely separated parts of the country added their testimony as to conditions in their respective areas.

All the supply of ice cream on the Northampton was used for the wounded boys from the Hornet when the latter was sunk.

Potatoes, which contain vitamin C, prevented sailors from dying of scurvy in the days of long voyages on sailing ships.

REQUEST FOR ROOM RESERVATION

Inter-State Milk Producers' Cooperative
401 N. Broad St., Philadelphia 8, Pa.

Please reserve room accommodations at the Benjamin Franklin Hotel for the annual meeting, \$5.00 room with double bed ☐ \$6.00 room with twin beds ☐ \$3.50 single room ☐.

Check day of arrival—Nov. 28th ☐ Nov. 29th ☐.

Number in party..... Number rooms desired.....

Name.....

Address.....

CALL TO MEETING Philadelphia Inter-State Dairy Council

A meeting of the Board of Directors of the Philadelphia Inter-State Dairy Council will be held Tuesday, November 30, 1943, at 2:00 P.M., in the Franklin Room of the Benjamin Franklin Hotel, Philadelphia, Pa.,—for the purpose of electing officers and the transaction of such other business as may be brought before the meeting.

(Signed) E. G. LECHNER, *Secretary*

State Price Increases Held Up Pending Federal Approvals

THE price orders written by the Pennsylvania Milk Control Commission and approved by Governor Edward Martin, which were to have become effective November 1, were suspended pending approval by Federal authorities or offices which have control over price matters. The statement announcing the suspension of the effective date of these orders stated that they would become effective six days after such approval was obtained.

The orders provided increases of \$.90 to \$1.15 per hundred pounds of milk and applied to all areas of the State except Philadelphia and the Philadelphia Suburban area. These orders carry the same price provisions as the orders previously issued which were to have become effective October 1.

Following this suspension and the continued failure to receive any action from Federal authorities on the Control Commission's request for price adjustments, Governor Martin sent a telegram to Fred M. Vinson, administrator of the Office of Economic Stabilization at Washington, with copies to Marvin Jones, chief of the War Food Administration, and Chester A. Bowles, head of the Office of Price Administration, calling their attention to the critical situation facing Pennsylvania dairymen.

The Governor said, "The Pennsylvania Milk Control Board has, in deference to Federal regulations, suspended its recent order intended to maintain the milk supply essential to our millions of consumers and for the armed forces and for lend-lease."

"There is active and widespread resentment among our producers against the subsidy now in effect.

"The necessary and vital supply of milk for our people is endangered. Meanwhile, production is falling, with the certainty that unless immediate action is taken, the milk supply will be gravely reduced in 1944.

"In behalf of millions of our consumers, including hundreds of thousands of children and tens of thousands of producers, and in behalf of the war production effort itself, I ask that we be granted an immediate hearing before yourself, Honorable Marvin Jones of the War Food Administration, and Honorable Chester A. Bowles of the Office of Price Administration."

In addition, the Governor informed chief executives of eleven other eastern and northeastern states of his action.



Adjust Tractor Motors to Reduce Gasoline Use

With the gasoline situation becoming increasingly serious due to demands for gas for combat uses, farmers are being asked by the War Food Administration to cut their use of tractor fuel to a minimum.

While this request may seem extreme to farmers who have had their tractors stranded now and then by dried-up fuel tanks, W. C. Krueger, extension agricultural engineer at Rutgers University, points out that many tractors could be operated on 15 to 25 per cent less fuel through correct carburetor adjustment, lubrication, and proper setting of spark plugs and magneto. He offers the following suggestions for improving tractor efficiency:

1. Too lean a mixture wastes fuel, causes over-heating, invites

valve trouble. Best fuel economy results from setting carburetor at a compromise between too lean a mixture for idling and a slightly-rich mixture representing maximum power adjustment. This setting can only be determined by trial under load.

2. Magneto timing is often responsible for over-heating and uneconomical operation. Follow the instruction book closely.

3. Set spark plug and magneto point gaps to recommended clearance occasionally. Put in new plugs when electrodes become worn.

4. Cleck valve tappets two or three times a season. Improper clearance ruins more valves than all other causes put together.

5. Never shut off a tractor immediately after running at full load. Valve warping is often caused by not letting the engine idle a short time before stopping so that the valves may cool gradually.

6. Operate the tractor at full load as much of the time as possible. It costs nearly as much to operate a tractor at half load as it does at full load.

Fertilizer Outlook Better, Order Supplies Now

The fertilizer situation for next year looks considerably better than for the 1943 season. The War Food Administration says "It is expected that between ten and twelve percent more chemical fertilizers will be available to farmers in the 1943-44 crop season than during the past season, when farmers used a record 10,500,000 tons."

It is also generally recognized in the fertilizer industry that more nitrogen will be available and, therefore, higher test formulae should be available than was the rule last year.

Farmers who are wanting fertilizers are urged to make immediate application for their needs. This is true regardless of when it will be needed during the next season.

WFA officials say that "It is necessary to keep mixed fertilizers moving if manufacturers are to meet farmers' needs." Storage facilities are short and there is danger of over-loading transportation facilities if orders are not placed in advance.

Early ordering and delivery of the fertilizer will permit the fertilizer plants to operate in an orderly manner and to handle the transportation problems with less delay and confusion.

Farmers who accept delivery of the fertilizer as early as possible will be sure of having their supply when needed. Ordinary protection from the elements will keep the fertilizer in first-class condition.

Twenty-five Years of Service Completed By National Dairy Council



ON DECEMBER 5, 1943, a silver anniversary will occur in the dairy world, of which the entire industry should take note. It was on December 5, 1918, that the National Dairy Council called its first official meeting. During the ensuing quarter-century the dairy industry has come into its own.

The Dairy Council was born of wartime conditions. It was the result of the straight thinking and serious consideration given the nutritional problems facing our country during the other world crisis. Then, as now, there was a serious shortage of fats and the plea was to save fats and conserve dairy products, with the result that nutrition scientists became alarmed.

Council Was Wisely Conceived

Early in the spring of 1918 a meeting was held in Chicago, at which this entire subject was discussed with apprehension. This led to the conviction that some revolutionary steps were necessary in order to protect and to build the dairy industry to the position to which these pioneers felt it was entitled.

These men, a unique combination of scientists and businessmen, developed the idea and charted the course which the Dairy Council was to follow. A decision was made to foster a health education program, which would command the respect and support of scientific and educational groups. The promotional material, it was decided, would be subjected to the closest scrutiny, so as to meet the approval and command the respect of scientific workers and educational leaders.

Among the men who were prominent in establishing the National Dairy Council in 1918 and the early months of 1919 were M. D. Munn, W. S. Moscrip, A. J. Glover, O. E. Reed and Dr. E. V. McCollum, to name a few who are still active.

Unit Councils Established

Following the inception of the National Dairy Council idea and even before it was actually in operation as such, several state dairy councils were organized. These, for the most part, however, have since been superseded by unit councils built around the more populous fluid milk markets. The first such local unit to be established was at Boston, Philadelphia being second. The Dairy Council now has units in 44 markets of the country. It is

situations developed during the first world war and that neither of those foods has regained its former prestige in the mind of the consumer.

Must Plan for Future

This, with the present shortage of butter and other dairy products, poses a problem as to the future of the dairy industry. It is believed that only through sound and vigorous educational work can the consuming public be reminded of the basic and intrinsic value of milk and its products. The consumer must be reminded again and again of these scientific and nutritive values if we are to recapture the consumer's favor when supplies may again become plentiful.

The Dairy Council, with its quarter-century of accomplishments, is in excellent position to do a real job for the industry. Its staff has developed tried and tested procedures which get results. It has the experience and this experience will be sorely needed when this war is won and peace is accomplished.

Winter-Freshening Cows Often Need Special Care

Cows which are to freshen during early winter often become thin in the fall. R. H. Olmstead, dairy extension specialist at Pennsylvania State College reminds us. Late fall pasture may look good but because of lack of nutrients or because the cows do not eat so much grass in the fall as in the summer they seem to lose flesh more readily.

The dry period and the fitting of these cows for freshening are doubly important, according to Mr. Olmstead. He recommends allowing the cows to stand dry for eight weeks and giving them enough feed to put them in good flesh by freshening time.

Any good fitting ration may be used or one can be mixed by using 100 pounds each of ground corn, ground oats, and wheat bran and 50 pounds of soybean oilmeal. Salt may be added at the rate of 1 pound to 100 pounds of feed. If the hay is not of good quality, increase the soybean oilmeal to 75 pounds and steamed bone meal may be added at the rate of 1 to 2 pounds per 100 pounds of feed.

Four to six pounds of the grain mixture twice a day should be enough, says Mr. Olmstead. About two weeks before freshening, it is advisable to remove the ground corn and add a little oats. A day or two before freshening, remove the grain entirely and feed 4 quarts of wheat bran per feed.

The fitting of a cow for milk production is just as important as preparing a field for a crop. If a cow freshens thin, it is impossible for that cow to produce as much milk as she should, owing to the drain of nutrients from her system.

The fame of George Washington as a soldier and statesman has always overshadowed his other achievements. By nature he was a farmer—a high grade farmer. It was always with reluctance that he left his farm to answer the call of his country.

"I haven't much time for meals," said the bus driver, "so I generally have a bite at the wheel."

A bit tough, we'd say!

Oleo Drive Would Remove Tax, Bill Shelved This Session of Congress

A BITTER all out fight has been started by the oleo-margarine industry to get away from all regulations and control regarding the manner of making, packaging, coloring and adding preservatives to their product. This, in short, is what would be accomplished if the Fulmer bill, HR 2400, should be enacted into law by the National Congress.

The fight on this bill is a fight for the very life of the butter industry and the welfare of the dairy industry. Dairy people are just now waking up to the full meaning of this fight and must mobilize their strength in order to prevent a knock-out blow being delivered to the industry.

They Seek Larger Markets

It is well to consider the background of those favoring the bill. First and foremost, of course, is the oleo industry itself. Naturally enough, they are ambitious to remove restraint on the manufacture and sale of their product in order to increase their business and, thereby, their profits. That in itself is not to be condemned but experience has shown that should all restraint be removed the consumer would never be certain, when asking for butter at the store, whether he was getting butter or some spurious product disguised as such by means of artificial flavor and color.

This is not to condemn the entire oleo industry, but it is almost a foregone conclusion that greed on the part of a few would result in their adopting deceptive practices of one kind or another, following which other units of the industry, in self-defense, might find it necessary to follow suit.

Other Forces Behind Oleo

Another force behind this tremendous propaganda drive for the removal of oleo taxes and licenses is the grocery trade, which sees in it an opportunity to expand its volume of business on a high profit item.

Others include professional reformers who are constantly seeking some means of attracting the public's attention to themselves, and also the opportunists, political and otherwise, who glory in riding on the band wagon of any popular movement, regardless of how unsound or fleeting it may be.

The dairy industry can well take stock of its future should oleo be

permitted to be made and sold without restraint. It is well to keep in mind that the **present Federal tax on oleo in its natural color — white — is exactly one-quarter of a cent per pound**, which would be equivalent to less than a nickel a year per person. The tax on the colored product is ten cents per pound.

Likewise, the license fees to manufacturers, wholesalers and retailers are much higher for the colored product than for the uncolored. This has had the effect of protecting the public by making it less profitable to sell the colored product, thus reducing the probability of substituting colored oleo for butter. As it is, when a consumer asks for oleo the natural white product is the one usually used to fill the order.

If Restraints Were Removed

If colored oleo were placed on the market without tax or restraint it would be bound to take away some of the market for butter. This would mean more butterfat on the market to be sold some place, somehow, and, since for years butter has been the barometer of dairy prices, we could readily expect a depressed dairy market in all lines from fluid milk down through all the manufactured products. We need only to remember that butter, cheese and evaporated milk are largely manufactured in the same areas, the whole milk seeking whichever of those markets is most profitable, or, conversely, deserting those outlets that are less profitable. As such shifts take place the result can not be other than to depress the price of the product to which the milk is diverted.

The result—generally depressed dairy products prices and corresponding reductions in the price of whole milk with its depressing effect on the price of milk for fluid uses even in our specialized fluid milk markets.

That, briefly, is why every dairyman who is looking toward the future soundness and stability of his dairy market should be concerned about the Fulmer bill, HR 2400.

Hearings on this bill started early in November with those in favor of eliminating the tax, being heard first and opponents of the bill to be heard starting November 15. However, the House Committee on Agriculture laid the bill aside on November 9 for the remainder of this session of Congress, the vote

on this action being 14 to 11.

It represents a distinct victory for the dairy interests.

Each milk producer should be on the alert, however, for any revival of interest in this bill and, should the bill be brought out again, each one of us should make it our individual responsibility to write to our Congressman and Senators, stating our position emphatically.

Tests Will Vary Specialists List Causes

Variations in butterfat test are one of the most perplexing and troublesome problems faced by the average dairyman. Such variations are an ordinary and natural occurrence, according to J. A. Conover and George Hyatt, Jr., Maryland extension dairymen.

In fact, they state that dairymen with cows on advanced registry test would be surprised if the test did not vary, as tests are made in these cases on each individual milking.

Some of the reasons for test variations follow:

1. Stage of lactation—higher test the last few months of lactation.
2. Changes in feed—any change in feed may cause variation up or down.
3. Changes in temperature—lower in hot weather—higher in colder weather.
4. Season of year—lower tests usually in spring and summer.
5. Condition of cow at calving time—good condition means higher test.
6. General health condition—cows in poor general health not only produce less milk, but it is lower in test.
7. Completeness of milking—first drawn milk is much lower in fat content than is last drawn milk.
8. Interval between milkings—the shorter the interval the higher is the test and the longer the interval the lower the test.
9. Barn conditions at milking time—excitement, fear, and rough handling may lower tests.
10. Drought, storm or any different conditions may alter the test.

"I am Brave Eagle," said the Red Indian chieftain, introducing himself to the paleface visitor. "This is my son, Fighting Bird." "And here," he added, "is my grandson, Four-Engined Bomber."

Price Ceilings Placed On Second Hand Machinery

New ceilings on second-hand farm machinery have been set by the OPA through Maximum Price Regulation 133. These ceilings apply on used farm machinery and equipment when sold by dealers, at auction, or in transactions between farmers.

The nine items included are: Combines; corn pickers; corn binders; farm tractors (except crawler type); hay balers, motor or tractor operated; hay loaders; manure spreaders; side delivery rakes and any combination of these items with other items of farm equipment specifically designed for mounting thereon, where the combination is sold as a unit.

The ceiling price of a machine not more than one year old is 85 percent of the base price or, if older than that, 70 percent of the base price, the base price being the last published suggested retail price of the manufacturer for the same model. Higher values are allowed if re-conditioned and shipping costs are also allowed in certain cases.

Use Long-Time Earnings To Determine Land Values

"The Federal Land Banks are not going to follow inflationary land prices with higher loan values that can only lead to agricultural distress at some later date," according to W. E. Rhea, land bank commissioner of the Farm Credit Administration.

"Other institutional lenders—insurance companies, mortgage loan companies and bankers—are quite largely following the same course," he says. "The one place where the solid front against inflation is in danger of being broken is in loans being made by individuals."

"Many individuals are selling farms and taking mortgages for unpaid balances often equal and sometimes actually exceeding the normal value of the property. Others, seeking employment of funds at better interest rates than government bonds return, are competing with other lenders by offering larger loans on farm properties than sound judgment dictates."

"A farm has to pay its way from the returns of the things it produces," he declares. "Loans made on the basis of today's prices are going to have to be repaid from tomorrow's prices."

There are, the land bank chief says, two opposite trends in the farm real estate situation today.

"The bulk of farmers," he says, "are reducing their real estate indebtedness. These farmers, parti-

cularly if they invest part of their incomes in War Bonds, are going to be in the strongest position after the war that farmers have been in for many years.

"A small minority of farmers, however, are using their better incomes to buy land at inflated prices. In many sections they are having to compete with city people who are able to pay cash for farm land, and who have bid up its price on the theory that they are hedging against inflation."

"This is not to say that a farmer should not buy land now if he needs it or if he can buy it advantageously."

Don't Rattle Milk Pails Till You're Ready To Milk

It wasn't so long ago that we thought a cow could get stubborn and hold up her milk, says George Hyatt, Jr., specialist in dairying at the University of Maryland. Now we know that she cannot hold up her milk, but she can fail to let it down.

If she fails to let it down he states, it is because we fail to stimulate her properly. The rattle of pails, the feeding of grain, or washing the udder may be the stimulus needed for a cow to let down her milk. Immediately upon stimulation a message is flashed to the brain, which in turn sends word to a small gland (the pituitary) at the base of the brain to release a chemical substance into the blood stream responsible and needed for the let down of milk.

Mr. Hyatt gives a few milking rules, which if followed may increase production 5 to 10 percent, he states.

The first is to avoid unusual conditions at milking time, such as strangers in the barn, strange dogs, or noises. Milk regularly, with as nearly the same number of hours between milkings as possible.

Treat the cow gently at all times, especially just before and during milking. A frightened, abused cow can never be properly stimulated to let down milk.

Avoid stimulation long before milking. It is best not to rattle milk buckets or feed the cow until ready to milk. Wash the udder of each cow immediately before milking her. Experiments in which udders were washed 20 minutes before milking caused as much as 15 percent drop in milk production in two weeks.

Milk rapidly; the stimulus from the pituitary gland lasts only 6 to 7 minutes. Don't practice prolonged stripping because that will make a cow a stripper.

BUY WAR BONDS & STAMPS

Plan to attend Inter-State's Annual Meeting, November 29-30.



"We call them the Victory Pigs"

WE have a custom at our house of "earmarking" a couple of shoats, or a few acres of crops when we want to save up for something. Today, it's two pigs out of each litter for War Bonds . . . the "Victory Pigs," we call them.

We had started "earmarking" them for a new milking machine and a deep-well pump that we'll be needing in a few years. Beauty of it is, we'll have these things too! But meanwhile, those dollars are helping feed and clothe and arm our boy who's over there. And when it's over, he'll have a better equipped farm to come back to than the one he left. I guess there isn't anything that'll buy as much as War Bonds will buy!

Of course, if we happen to need some of the cash, Uncle Sam will redeem the Bonds any time after we've held them 60 days . . . at cost plus interest. What could be fairer or safer than that?

You Get 1/3 More Than You Invest

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\$ 18.75	\$ 25.00
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This advertisement prepared under the auspices of the War Advertising Council and the U. S. Treasury Department

THIS SPACE IS A CONTRIBUTION
TO OUR COUNTRY BY
Inter-State Milk Producers Review

Shortages Plague Dairy Industry

RECEIPTS of milk at most eastern fluid milk markets dropped at an alarming rate during September, October and early November. Reports indicate that many individual dealers are receiving less milk now than the amount they sold as Class I milk in June. Under the milk sales quota plan of the Food Distribution Administration, dealers are permitted to sell not more than 100 percent of the amount of fluid milk they sold in June and not more than 75 percent as much cream, chocolate milk, buttermilk and cottage cheese as was sold in that month.

Average daily deliveries per farm in the Philadelphia and Boston areas has shown a more rapid than usual decline during the current season. A year ago the average farm in Philadelphia shipped 283 pounds daily the first week of October, dropping to 263 pounds by the end of the month. This year the average daily delivery decreased from 267 pounds per day at the start of the month to 242 pounds at the end of the month, an average decrease of approximately eight pounds from last year.

The number of producers shipping to Philadelphia a year ago increased during the summer and fall, then levelled off at about 9600 in the winter. The number has remained quite constant near that figure since February, there having been 9624 producers reported by the Market Administrator for September, 200 less than in September, 1942. As a result, the shortage caused by the drastic decline in daily deliveries has been aggravated further by there being fewer producers.

Fluid milk prices increased in only four markets of the country during the past month. The Bureau of Agricultural Economics, which compiles prices in 117 markets throughout the country, reports that in October the average dealers' buying price was \$3.23 per hundred-weight of 3.5 percent milk, a 1-cent increase over September. Retail prices for home delivered milk during October averaged 14.9 cents per quart in 25 principal markets.

Fluid cream supplies in eastern markets, including Philadelphia, recently have been ample and sometimes slightly burdensome, due to a decline of demand apparently resulting from the sales quota order of the FDA.

Cream prices in Philadelphia declined slightly in October from September, the monthly average price of \$25.45 per 40-quart can

reported by the Market Administrator being the first decrease since December, 1942. The September price was \$25.59. The latest weekly report of the FDA for Philadelphia shows that cream meeting all approvals was selling at \$25.50 to \$26.00 per 40-quart can and cream approved for Pennsylvania only ranged from \$24.75 to \$25.50 per can, in lots of fifty cans or more in each case.

Civilian butter supplies have shown only slight improvement, as a result of the 16-point per pound rationing regulation. The War Food Administration estimates that no improvement in the present short supply can be expected until mid-December, due to a 12 percent decline in butter production during recent weeks as compared with a year ago.

The limitation of fluid milk and fluid cream sales apparently has had little effect on butter production. The Producers' Price Current says "Legitimate outlets (for butter) find increasingly hard sledding in holding creameries and getting supplies." This publication says, further, that normal merchandising operations have been "seriously disrupted and distorted to a steadily growing degree." Also, "Black market operations in varying degrees seem wide-spread in certain channels." "Upgrading is practically universal."

Ration point values for creamery butter, according to present plans, will remain at 16 per pound, at least until December 5. Point values of farm butter were increased from ten to twelve per pound on October 31.

Cold storage supplies of creamery butter on October 1 totalled 232.4 million pounds, an all-time record, which is 108.8 million pounds more than one year earlier and the greatest increase over a previous year's figure ever recorded. The storage supply was 68.4 million pounds higher than the 5-year average. Contrary to the usual trend of declining supplies during September, 892,000 pounds were added to the storage supply in that month. As of October 30, storage supplies in 35 cities totalled 169.6 million pounds, as compared with 69.4 million pounds one year earlier.

Government requirements of butter during the twelve months period starting October 1, 1943, are estimated by Dr. T. G. Stitts of FDA as follows: Armed forces, 300 million pounds; Veteran's Administration, 2 million pounds; War Shipping Administration, 34 million

pounds (to be used in our own and our allies' merchant ships); the Russian army, 65 million pounds, this figure representing about 3.5 percent of our total supply.

The estimated total butter production during the 12 months ending January 31, 1944, is 1,740 million pounds of creamery butter and 380 million pounds of farm butter. Normally, approximately 70 million pounds of farm butter are disposed of annually in commercial channels.

Cheese supplies totalled 181 million pounds on October 1, 1943, a sharp drop from the 225 million pounds one year earlier but well above the 5-year average for the date of 146 million pounds, as reported in the U. S. Monthly Cold Storage Report.

American cheese production is running about 4 percent under last year, in spite of favorable weather conditions in cheese producing areas. The Government "set aside" requirement for cheese during October was 50 percent of production.

Evaporated milk supplies on September 1 were the second largest on record for that date, there being 377 million pounds on hand, or 79 percent more than on September 1, 1942, according to a Government report. This was 12 percent larger than the 5-year (1937-41) average.

Evaporated milk production during August and September was 4 to 5 percent greater than a year earlier, a sharp contrast to the butter and cheese situation. The output in September was 233 million pounds. The 9-month output, however, was 14 percent less than during the corresponding 1942 period.

Dried skimmilk production in September was 37 million pounds, 27 percent under September, 1942, according to the Monthly Domestic Dairy Markets Review. The price established by the Government for dried skimmilk for animal feed used in calculating the Philadelphia Class II milk price was 9.78 cents for October, an increase of .905 cents over the price used in the several preceding months.

Scarcity of feeds and an unusually large number of feed consuming livestock units have combined to force feed prices up 40 percent above a year ago. A representative dairy ration, as calculated by WFA, cost \$2.41 per hundred pounds on October 15, compared with \$2.37 on September 15 and \$1.72 in October, 1942. With fixed milk prices the relation of milk prices to feed prices has become continually less favorable.

Use Your Supply of Hay To the Best Advantage

It's true that you need a good grain ration to keep dairy production up to par during winter months, but C. B. Bender, professor of dairy husbandry at Rutgers University, believes all too many dairy-men blame grain rations for production difficulties when the blame belongs on the roughage and how it is fed.

"Even if your roughage is the best, it may not be doing a 100 percent efficient job if your cows grow tired of it," Bender says. "When this happens, there should be changes made, a different kind of hay fed, if possible. Even changing the hay to an inferior quality will often cause production to pick up because the animals will eat more of it for a time. When consumption again decreases, another change can be made. With hay of poor quality, allow enough so that the cows may have opportunity to pick over it."

Smaller amounts fed at more frequent intervals is also a good hay feeding policy, Bender says. Some dairymen who have the highest producing herds feed hay four or five times a day. However, the night is long, and most good dairymen see to it that their cows have hay to pick over during this time.

Tire Supply Wanes Take Good Care of Yours,

We are warned that unless the tire bodies—or carcasses as they are called in the trade—now in use are carefully conserved and recapped as soon as the treads are worn smooth, many thousands of automobiles and trucks will be laid up in the next few months for lack of tires. This warning comes from the tire division of the Rubber Manufacturers Association.

The committee stated that, "Our national stockpile of usable passenger car tires of every description was reduced from 14,400,000 on January 1, 1943, to 5,250,000 (all kinds, including emergency tires) on October 1 of this year. The truck tire stockpile shrunk from well over 2,000,000 tires at the beginning of 1943 to 695,000 tires on October 1.

"We are now running 250,000 to 300,000 truck tires a month in the hole and we had a demand for 7,326,000 passenger car tires for the last three months of this year. This demand cannot be met.

"The reasons for the present tire shortage are simple. We've had two years of tires wearing out without replacements. Inventories have shrunk. The military services have taken enormous quantities of rubber of all kinds including tires."

Several rules are offered which, if followed, will make tires last longer. They are:

Do no unnecessary driving.
Don't exceed 35 miles an hour.
Keep your tires inflated at the recommended pressure—check them every week.

Avoid hitting holes in the road or bruising tires on curbs or stones.
Don't start or stop suddenly, slow down for sharp corners.

See that your wheels and axles are in line.

Switch your tires from wheel to wheel every 4,000 to 5,000 miles.

Have them inspected regularly and remove foreign objects and repair cuts.

Recap your tires as soon as they become smooth.

Clean-up Is Needed in Control of Corn Borer

A thorough clean-up is urged by H. E. Hodgkiss, extension entomologist at Pennsylvania State College, in order to control the European corn borer.

This year the corn borer has proved how destructive it can be when conditions are just right for its development. Hodgkiss reports that early sweet corn and potatoes, as well as a number of other thick-stemmed plants were tall enough when the first eggs were deposited by moths to receive the full impact of the first brood in the eastern counties where the insect is two-brooded each year. Late in July and early in August the second brood of moths emerged and laid eggs on late-maturing sweet corn and on field corn.

West of the Susquehanna river the insect has only one brood a year.

Apparently farmers are in a fight against the corn borer which threatens corn production. The College entomologists explain that suppression of the insect depends upon proper methods of handling the crop during harvest, through the winter months, and when the fields are being prepared in early spring for planting.

Individual farmers will not make much headway in control by single farm clean-ups. Corn borer control is considered a community effort. Definite procedures must be planned and followed.

Practices for corn borer control are given in Extension Circular 245 published by the Pennsylvania State College and available from county agricultural extension offices.

Most middle-aged men look all right until they get into a bathing suit.



Plenty of Blades and Repair Parts Are Available Now

The limited quantity of STEWART Clipmasters WPB has authorized us to produce is now available through dealers. Of course there will not be nearly enough to meet the demand, but you can keep your present Clipmaster in good working condition with repair parts and new blades now ready. Check it now. If you need blades or repair parts, see your dealer or write to us.
Chicago Flexible Shaft Company, Dept. 46
5600 W. Roosevelt Rd., Chicago 50, Ill.
Over Half a Century Making Quality Products

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free—no obligation. Simply address Beery School of Horsemanship, Dept. 11311, Pleasant Hill, Ohio.



Meeting Calendar

November 23—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
November 29-30—Annual delegate meeting of Inter-State Milk Producers' Cooperative—Benjamin Franklin Hotel, Philadelphia.
December 2-3-4—Annual meeting, National Cooperative Milk Producers' Federation—Chicago, Ill.
December 7-9—N. J. State Grange meeting—Atlantic City, N. J.
December 14—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
December 14-16—Annual meeting, Pennsylvania State Grange—Williamsport, Pa.
December 21—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
January 18-20, 1944—Pennsylvania Farm Show meetings—Harrisburg, Pa.
January 24-28, 1944—New Jersey Farmers Week—Trenton, N. J.

If you can't heap your table with the foods your family likes best during wartime, at least be sure you supply it with the foods your family needs.

Official Notice to Delegates
Inter-State Milk Producers' Cooperative

The Annual Delegate Meeting will be held Monday and Tuesday, November 29-30, 1943, commencing at 10 o'clock a. m., at the Benjamin Franklin Hotel, 9th and Chestnut Sts., Philadelphia, Pennsylvania.

Board of Directors

B. H. Melty
 President

H. E. Jamison
 Secretary

All members of the Cooperative are welcome to attend all sessions of the meeting and take part in all discussions

Farm Show Meetings at Harrisburg, January 18-20

Many of the usual meetings held in connection with the Pennsylvania Farm Products Show will be held at Harrisburg this year, even though there will be no exhibition of agricultural products. This was determined at a meeting of the Farm Show Commission on October 19, preceded by a meeting of the State Farm Show Committee the evening before.

It is impossible to hold the exhibition in the Farm Show Building because this was taken over by the U. S. Army in 1942, as a training center for the Air Service Command.

At least fourteen groups have signified their intention of holding meetings at Harrisburg during the days set aside for this purpose, January 18-20. Several others are developing plans for meetings during the same period. These meetings will be held in suitable rooms and halls in the city. A convocation is scheduled for Tuesday evening, January 18, which is designed to be of interest to all farm groups and the general public.

Meetings of special interest to dairymen will include those of the Pennsylvania Holstein Association, the Pennsylvania Jersey Cattle Club and the Pennsylvania Guernsey Breeders' Association on Wednesday, January 19. The annual banquet of the Pennsylvania Dairymen's Association will be held the evening of that date, with the Dairymen's Association meeting scheduled for Thursday, January 20.

"Heah, conductor," yelled an infuriated 'colonel' on a train in the South. "That was my station suh! Why didn't you-all stop there, suh?"

"We don't stop there no more," explained the conductor. "The engineer's mad at the station agent."

—Kablegram

CASH PRIZES

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An opportunity to turn your really good snapshots into money.

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Members of the Inter-State Milk Producers' Cooperative and their families.

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1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Ice Cream "Hits the Spot" With Men in Service

There is one bright spot on the national dairy horizon, and that is the high favor in which our service men hold ice cream. Reports coming from battle fronts all over the world indicate that these boys consider ice cream as tops and it is a safe bet that they will continue to think so when they come home. This should compensate, in part at least, for the dark future facing the butter industry as a result of shortages and inroads by substitutes.

The International Association of Ice Cream Manufacturers has reported one such incident about a flying fortress crew, home after 51 successful missions. The report says, "These boys are home to their own idea of Heaven—a place where ice cream abounds and flak and fighters are forgotten."

Their pilot, spending a well-earned leave with his family while

awaiting a new assignment 'is a one-man mission against the ice cream dealers in his home town."

"I like ice cream," his wife declares, "but a quart for breakfast, lunch and dinner every day is getting monotonous. Then in the evening, we usually walk down and get some more. And I can't get him to pass a bakery shop or fruit stand. He just wants to stand there and look at the stuff."

"You bet," her husband broke in. "We used to wonder sometimes, when the flak and fighters were thick, if we'd ever get to heaven. Baby I'm there right now. Let's go get some ice cream!"

At a quiz recently given at a college, one of the questions was "Name two ancient sports." A freshman wrote: "Antony and Cleopatra."

Buy War Bonds and Stamps

INTER-STATE
Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE IN

Vol. XXIV

Philadelphia 8, Pa., December, 1943

No. 8

ANNUAL MEETING SPECIAL NUMBER



Harold M. Lambert

The Sandman Beat Santa

Annual Meeting Sets New High Reports and Resolutions Measure Progress

THE INTEREST, enthusiasm and attendance at the annual meeting of Inter-State, held November 29-30, easily gave this meeting the honors as the most outstanding ever held in the Philadelphia market. The attendance of delegates was 98 percent and there was an unusually large turnout of other members, representatives of other farm organizations and of the agricultural college and extension services in Inter-State territory.

Actually, of 122 delegates, 114 attended the first day and 112 the second day, with six alternates present the first day and seven the second, making a total representation of 120 and 119. Total registration of other members was 96, with well over 100 visitors and guests. Registration at the women's meeting was 85 additional.

Not only was the session in general outstanding in these respects, but the same can be applied to the women's session, held the morning of the 29th, and to the banquet that evening. Comments from members, delegates and friends attending the meeting confirm this statement. Typical of these was a letter written by **S. M. Thomson**, President of the Baltimore Bank for Cooperatives, who said "It was a good meeting. It was the first one I had attended and I was very much impressed with the type of organization and its personnel."

Welty Opens Meeting

The program at the opening session was started with a report by **President B. H. Welty**, which was followed by reports by the secretary, the REVIEW, field and test department, the market information department and on the legal work of the Cooperative.

The afternoon session opened with a report on Dairy Council activities, participated in by **C. I. Cohee**, President, **Robert McKinley**, **Lucy Queal**, **Helen Crowley** and **Grace Murray**. A new feature of the meeting was the report on what is done in the Inter-State office by six members of the staff. These reports, printed in full on pages 18-21, were given by **Clara Gallagher**, **Dorothy Delevie**, **LaVerna Fell**, **Catherine Gannon**, **Edythe Shanahan** and **Florence Schultz**.

This feature was followed by the annual report of **General Manager O. H. Hoffman, Jr.** At the close of the session mimeographed copies of the resolutions were distributed to the delegates for their study before voting on the resolutions the following morning.

The banquet, attended by 620 persons, featured a new type of program. At the speakers' table were seated: **B. H. Welty**, president of Inter-State; **Dr. H. C. Byrd**, toastmaster, president of University of Mary-

land; **Hon. Albert S. Goss**, guest speaker and Master of the National Grange, Washington, D. C.; **Clayton L. Keener**, Inter-State field representative who gave the invocation; **Frank Pellesier**, farmer from Los Angeles, Cal.; **H. G. Claudius**, manager, Consolidated Milk Producers for San Francisco, Cal.; **B. B. Derrick**, secretary-manager of Maryland and Virginia Milk Producers' Association, Washington, D. C.; **O. H. Hoffman, Jr.**, general manager of Inter-State; **Dr. R. W. Shermantine**, secretary-manager, Maryland Cooperative Milk Producers; **P. C. Turner**, president,

Interstate Farmers Council, Baltimore, Md.; **H. D. Allebach**, former Inter-State president and now field representative of National Producers Committee of Evaporated Milk, Chicago, Ill.; **G. A. Boger**, president of Lehigh Valley Cooperative Farmers; **C. I. Cohee**, president of Philadelphia Inter-State Dairy Council; **Kenzie S. Bagshaw**, Master of Pennsylvania State Grange and Inter-State director, Hollidaysburg, Pa., who introduced the guest speaker; **Claude T. Reno**, Judge of the Pennsylvania Superior Court, Allentown, Pa.; **Arnold Nicholson**, managing editor of Country Gentleman, Philadelphia, Pa.; **Wheeler McMillen**, editor of Farm Journal, Philadelphia, Pa.; **Thomas Roy Brookes**, Master of Maryland State Grange, Bel Air, Md.; **Wm. P. Sadler**, Market Administrator, Philadelphia Milk Marketing Area; **John M. McKee**, Chairman, and **H. N. Cobb**, member of Pennsylvania Milk Control Commission, Harrisburg.

Byrd Was Toastmaster

Following the dinner, toastmaster Byrd introduced each of these persons and invited them to make brief remarks which were full of wit and humor. The feature of the evening was the talk by Mr. Goss, reported on page 11.

The entertainment program, other than that provided through the repartee of the toastmaster and the guests at the speakers' table, was provided through special arrangements with the Curtis Institute of Music. A string trio of advanced students from that school—**Marie Shefeluk**, violin; **Marion Davies**, cello; and **Esther Aronskaite**, piano—provided music during the dinner, while **Elizabeth Hill**, mezzo soprano, also from Curtis Institute, rendered two groups of songs with which she captured the hearts of the audience. Miss Hill, it is reported, has passed audition tests and is going to Hollywood in January.

The big work of the Tuesday session was action on the resolutions presented by Locals, Districts, the

(Please turn to Page 3, Column 2)

Inter-State Milk Producers' Cooperative Officers 1943-44

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A. R. Marvel, Vice-President
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25 *B. H. Welty, Waynesboro, Pa., R. 4
26 Geo. A. Comer, McConnellsburg, Pa.
Honorary Life Member—F. P. Willits, Ward, Pa.

† Re-elected to Board † New member of Board
* Member of Executive Committee



The calf's constant chewing is a problem to Heston Till, grandson of Mrs. Etta Zane, Alloway, N. J. He is too young to understand that ruminants chew a cud, or to know that a calf is a ruminant.

Penna. Dairymen's Association Meets January 19-20

DAIRYMEN of Pennsylvania will meet at Harrisburg on January 19-20, for the annual meeting of the Pennsylvania Dairymen's Association. This meeting is part of the Farm Show meeting program, which is being held in spite of the fact that the Farm Show itself is suspended for the duration because of the use of the Farm Show buildings as a training school for the air forces.

The Dairymen's banquet will be held in the Penn Harris Hotel ball room at 6:00 P. M., of January 19. The guest speaker at this event will be the **Honorable Samuel Levensgood**, Secretary of Internal Affairs, Commonwealth of Pennsylvania, with **J. Kenneth Stern** of the Department of Agricultural Economics, Pennsylvania State College, acting as toastmaster. The awards being given by the Pennsylvania dairy breed associations and the Pennsylvania Dairy Herd Improvement Association production awards will be made on this occasion.

The main session of the Dairymen's meeting will be held at the same place the following day. **V. A. Houston** of Northampton is president of the Dairymen's Association and **C. E. Cowan**, Lancaster, Inter-State fieldman, is secretary.

The morning program will feature a talk by **Dr. G. W. Hedlund**, head of the Department of Agricultural Economics at Pennsylvania State College, on "Economic Conditions Facing Pennsylvania Dairymen." "The Job of Milking," will be the subject of a talk by **Dr. George H. Hopson**, Consulting Veterinarian, DeLaval Milking Machine Company. Both these talks will be followed by a question period.

The meeting on the afternoon of the 20th will receive reports of the Resolutions and Nominating Committees, which will be followed by an address by **Chas. W. Holman**, Secretary of the National Coopera-

tive Milk Producers' Federation. The other feature of the afternoon session will be a panel discussion, "Devices and Methods I Found Helpful on My Farm," with **A. A. Borland**, head of the Dairy Husbandry Department of Pennsylvania State College, conducting the panel. These features, too, will be followed by question periods.

Several of the dairy breed associations will hold their annual meetings during the day on Wednesday, January 19, thus permitting the dairy people to attend two meetings on the one trip to Harrisburg and providing a compact and interesting two-day program for everyone interested in the problems of the dairy breeds and dairying in general.

Annual Meeting Sets New High

(Continued from page 2)

Resolutions Committee and individuals. All resolutions which were approved are printed in full on pages 17 and 21. Of special importance was one criticizing the practice followed by some buyers, of sending checks loose or in unsealed envelopes by the truck driver and asking that all checks be mailed to members in sealed envelopes. Two resolutions applied to the oleo situation, one of them commending the House Committee on Agriculture for killing the Fulmer bill for the remainder of this Congressional session and the other calling upon the Senate Finance Committee to give Inter-State and the dairy interests an opportunity to testify on an oleo rider to the revenue bill. Congressman J. Roland Kinzer was complimented, through another resolution, on his sound work on the Agricultural Committee.

The delegates approved a resolution which asked the Board of Directors to amend the by-laws so as to permit certain relatives of Inter-State members, provided they are

active in the management of the dairy, to vote and hold Local and District offices with the written permission of the member. Another resolution asked that plans be worked out which would give members the opportunity to carry, without charge, advertisements in the REVIEW of products for sale from their farms. (See the announcement of this on page 4.)

At this session the delegates took a definite stand that the first job of our dairymen is to produce and while producing to depend upon their authorized representatives to get for them as fair a price as possible for their product. This position was the outcome of the discussion on a resolution which, if passed, would have put the producers in a position similar to some unpopular segments of the organized labor movement who quit work when their least demands are not met.

Governor's Conference Sees Need for Higher Milk Prices

At the call of Governor Martin, sent to the Governors of eleven other eastern and northeastern states, an emergency conference was held in Philadelphia on December 7, to discuss the reduced milk production situation that exists throughout this territory. Each of the twelve states was represented, about 25 persons attending the conference.

The representatives of the various states reported a drastically reduced production, as compared with a year ago. Labor, feed and other cost factors of the farmer were listed as the controlling factors in milk production. It was emphasized that state agencies have acted to increase producer prices, so as to overcome these added costs, and that now the responsibility rests with Federal officials.

A committee of six was appointed to frame a report and to suggest policies for the area. Miles Horst, Pennsylvania Secretary of Agriculture, served as chairman of the conference.

A hillbilly, seeing a motorcycle rider going along the road below the house (and never having seen an automobile or motorcycle before), grabbed his rifle and took a shot at it.

His wife called out: "Did you git the varmint, Zeke?"
"No," he said, "I didn't kill it. I can still hear it growling, but I sure made it turn that man loose."
—Kablegram

The rubber situation may lead to a lot of autos being paid for before they're worn out.—*Calgary Albertan*

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager

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Inter-State Milk Producers' Cooperative

401 N. Broad St., Philadelphia 8, Pa.

Names of Officers and Directors
will be found on page 2.

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Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 8372.
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St.
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Will Watch Legislation On Dairy Matters

Organization of the Dairy Defense Association to defend Federal legislation provided by Congress to protect consumers and producers with respect to imitation dairy products, was announced recently by **Chas. W. Holman**, Washington, D. C., chairman of the Action Committee of this new group.

This association has been incorporated under the laws of the State of Illinois. Its officers and directors, in addition to Mr. Holman are men prominent in the dairy industry.

This action was the result of an insistent desire on the part of the entire dairy industry for some organization which could serve as a watchman and defender with respect to the numerous attempts that are being made to destroy Federal laws which, over a period of several generations, have been enacted by Congress to protect the people from deceptive and fraudulent practices in the manufacture, handling and sale of imitation dairy products.

It is pointed out that should the present safe-guards be abolished, there would be no way to protect the consumer from deception once oleomargarine was removed from the original package.

Free Advertising for Inter-State Members

Plans are being worked out, and will be announced in the January Review, which will give Inter-State members the privilege of using space in the Review for advertising livestock, feeds, seeds or equipment which the member has for sale, or to place want ads to obtain supplies for use on the farm.

Members who want to take advantage of this offer in the January issue are given assurance that any advertisement they submit will be placed in that issue, subject to the rules that may be developed for this purpose.

Keep in mind, at all times, that the advertisement should be in our hands not later than the 14th of the month of issue—and several days earlier is highly desired.

Winners at 4-H Show

The Annual Baby Beef Show for Montgomery, Bucks and Lehigh counties was held at Hatfield on December 6. Grand champion steer was an Angus fed by **Leslie Kirk** of Newtown, which was sold for \$1.06 per pound at the auction following the show. The reserve champion was also an Angus fed by **J. Earle Yerkes**, Doylestown. The weights of these two animals were 1,010 and 1,170 pounds, respectively.

The Montgomery county champion was a Hereford, fed by **Elwood Renninger** of Frederick, and weighed 1,235 pounds.

An average price of \$31.49 per hundredweight was obtained for the 44 baby beef steers sold by the 4-H club boys and girls following this show.

Pay Debts—Or Buy Bonds?

Which should a farmer do first—pay off his debts or buy war bonds? This question, according to reports, has been asked many times.

The answer is well summarized by **Howard R. Tolley**, Chief of the Bureau of Agricultural Economics, USDA, in saying "A nest egg of war bonds with some debt might be a better combination at that time (when the war is over) than no war bonds and no debt."

If all available funds are applied to the reduction of debt, it may mean the contracting of new debts immediately when the war is over, in order to make the needed improvements and buy needed equipment, and this would immediately raise the question of how to finance those purchases.

The first time a Scotchman used the free air at a garage he blew out all four tires. —*Guelph Mercury*

MILK PRODUCERS REVIEW

Personal Glimpses

Dan Cupid's arrow has pierced the heart of **Josephine Andrews** and **Captain Robert J. Dickinson**. They were married on October 30 in the base chapel at Elgin Field, Florida. Josephine was Inter-State's Dairy Queen, selected in connection with the contest conducted at the time the National Dairy Show was held in Harrisburg, in 1940. She is a daughter of **Charles S. Andrews**, who was president of the delegates of District 26 last year. Mrs. Dickinson is a graduate of Wilson College and was formerly program director at Station WCED, DuBois, and at WING, Dayton, Ohio.

S. Evans Reynolds, former delegate from the Avongrove Local, has been confined in the hospital since early September and is showing steady improvement. He is anxious to keep up on Inter-State matters and recently spent over two hours talking with **E. P. Bechtel**, Inter-State fieldman, on these matters.

George Edward Frommeyer of Chambersburg, Pa., died on November 15 of myocarditis, following an illness of about a year. He is survived by two sons and a daughter.

We have learned that **H. C. Milliken**, member of the Wilmington Market Committee, has been confined to the Delaware Hospital because of an attack of pneumonia. He expects to return home about mid-December. Mr. Milliken is also a director of Eastern States' Farmers' Exchange and president of the Delaware Farm Bureau Federation.

May "Trade" Bushel of Beans for 50 Lbs. of Meal

Farmers who have soy beans on hand should consider selling their beans for oil and making arrangements to get the meal back for use as feed, says **Dr. G. H. Ahlgren**, associate agronomist at Rutgers University. Arrangements have been made with oil pressing companies to give a credit of 50 pounds of meal for every bushel of soy beans delivered. Arrangements to secure the meal should be made with the local dealer prior to delivering the soy beans.

It is pointed out that this soy bean meal is preferable as a feed to the soy bean grain ground whole since it is higher in protein and has better keeping qualities. This plan also eliminates the cost of home grinding.

Probably the oldest legume cultivated by man, the soybean's origin is so remote that it is known only through legend. Earliest writing containing reference to it was at the time of the building of the pyramids.

December, 1943

Enlisted for "All Out Production"

A question of great national importance during this war period is, "Where can each man render the greatest service to his country?"

Hanging in the home of Inter-State member **Earl Palm**, Ickesburg, Pa., is a certificate which reads:

"Certificate of Farm War Service. This certifies that this family is enlisted in all out Farm War Production."

It is signed by **Claude R. Wickard**, Secretary of Agriculture, and **W. T. Dromgold**, chairman, Perry County AAA.

There are many other such certificates in homes throughout the Philadelphia milk shed, but this certificate would not be hanging in that home had not Inter-State taken up with the Selective Service authorities Earl Palm's status and helped convince them of the need for him on the food production front. Through Inter-State's efforts a reclassification was obtained for Earl and, much as he may have wished to don the uniform of one of the services, the final records of the war will show, we are sure, that Earl Palm's best opportunity for service was on the farm, producing food.

"Ration" Your Cow Feed According to Production

This is a good time to "ration" the feed to cows, says **Dr. G. E. Taylor**, extension dairyman at Rutgers University. He emphasizes the need for feeding each cow according to her production and says the system is simple.

"If you choose to feed according to total milk production, give cows of high testing breeds one pound of grain daily for every three pounds of milk produced each day, and cows of low testing breeds, one pound of grain to four pounds of milk. If you would rather feed on the basis of butterfat production, divide the total monthly yield of fat by five and give each cow that number of pounds of grain per day."

It is suggested that the amount of grain each cow should receive daily be marked on a card attached to the feed cart or placed over the cow's stanchion. A simple way of measuring out the feed is to use a hand scoop which holds just one pound of the feed mixture.

Mr. Smith: "Your wife used to be so nervous, now she doesn't seem to show a sign of it. What did you do for her?"

Mr. Brown: "That was easy; the doctor simply told her nervousness was a sign of age."



This picture of **Gilbert Wendell Kincaid** and his pal, **Rover**, shows that a boy and his dog can be still for a little while. The picture was sent by **Mrs. Robert Kincaid**, Woodstown, N. J.

Corn Ceiling Raised

Effective December 6, the ceiling price of corn, based on the Chicago market, was raised nine cents per bushel and is now \$1.16. This price is based on No. 2 yellow corn and prices at other terminal markets vary in accordance with historical differences from the Chicago price.

The announcement of this regulation stated that it was intended to restore a normal flow of corn to terminal markets. Those close to the feed situation doubt seriously whether this will be accomplished, feeling that this adjustment is too little and too late to attain that objective.

At the same time, temporary price freeze orders were applied to oats, barley and sorghum grains, with a permanent regulation to be issued within 60 days. Oats and barley are to be frozen on the basis of the highest price of the 5-day period from November 29 to December 3, 1943.

Get Service Awards

Three New Jersey county agents in territory served by Inter-State have been presented with distinguished service awards, made annually by the National Association of County Agents. These men, well-known to Inter-State members of New Jersey, are **George Lamb**, Gloucester county; **Amzi C. McLean**, Mercer county; and **Dwight M. Babbitt**, Hunterdon county.

The citation carries the simple wording, "for long and efficient service to the agricultural industry."

Glass, China and Reputation, are easily cracked and never well mended.

Dairy Council's McKinley Is Joining Marine Corps

Bob McKinley is giving up his civilian status this week and entering the U. S. Marine Corps. Bob is known to many of Inter-State's members through his appearances at their Local and District dinners during the past three or four years. You will recall that he is the man who put humor into the appeal "Drink milk for sound, healthy bodies."

Bob took his message, regularly given before high school audiences, out among our members in order that they might see some of the work the Dairy Council is doing to promote the use of milk. His messages were enthusiastically received and it is my guess they started a good many milk producers thinking about some of the things he said concerning the high food value of their own product.

Bob is living with his wife, son and daughter, at their home in Haddonfield, N. J. After December 16 his address will be Paris Island, S. C.

It is our guess that Bob will make a real marine and will do his part upholding the traditions of this branch of the service.

Middletown Girl Wins Delaware 4-H Dairy Honors

The Delaware State 4-H Dairy Club winner in 1943 was **Alberta Pordham**, daughter of Mr. and Mrs. **David W. Pordham** of Middletown, Del. Alberta has developed a herd of eleven dairy animals, which she values at \$3,441.80.

Her total earnings in eleven years of club work have been \$6,700. This was made up, in addition to her dairy earnings, from her projects in poultry, swine, canning and sewing.

She has been serving as assistant leader of the Stronghold 4-H Club for six years.

'Tis not pleasant to be hissed at either by a serpent, a goose or a flat tire.

Mr. Ginsburg had been complaining of insomnia. "Even counting sheep is no good," he sighed to his partner in the clothing business.

"It is only good if you count up to 10,000, try that tonight."

But the next morning Mr. Ginsburg was still complaining.

"I did not sleep a wink," he said. "I counted the 10,000 sheep, I sheared 'em, combed the wool, had it spun into cloth, made into suits, took 'em to the city, and lost \$20 on the deal. I didn't sleep a wink."

—*Kablegram*

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I Oct.	Class I Nov.	Class II Oct.	Class II Nov.	Class III Oct.	Class III Nov.
Philadelphia Suburban	1A	\$3.85	\$3.403	\$3.394	\$2.513	\$2.507	
Altoona	9	3.70	3.333	3.317	2.478	2.466	
Huntingdon-Tyrone	10-2	3.45	3.333	3.317	2.278	2.466	
State Wide	11	3.50	3.333	3.317	2.478	2.466	
Lancaster	14	3.73	3.352	3.340	2.478	2.466	
Reading	15	3.70	3.352	3.340	2.478	2.466	

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

October	I	IA	II	III	*Bonus
Blue Hen Farms	93	x	7	x	—
Cream Top Dairy	98	0	0	2	—
Eachus Dairy	97.3	0	2.7	0	—
Everett Milk & Ice Cream Co.	60.87	0	39.13	0	—
Fraim's Dairy	96.11	x	3.89	x	—
Hoffman's	89	11	0	0	—
Penn Cress Ice Cream Co.	70	1.5	28.5	0	—
Chas. G. Waple Dairies	93.4	6.6	0	0	—
Williamsburg Dairy	100	0	0	0	—

November

Blue Hen Farms	93	x	7	x	—
Clover Dairy Co.	94	x	6	x	99.82
Fraim's Dairy	94.10	x	5.90	x	—
West End Dairy	97.24	x	2.76	x	—
Williamsburg Dairy	100	0	0	0	—

New Jersey

November	Norm	Cream
Castanea Dairy	100	—
Abbotts Dairies	100	0
Scott Powell Dairies	100	0
Supplee-Wills-Jones (% of norm)	100	balance

*Percentage of production on which "A" producers were paid Grade "A" bonus

Prices Paid for 4% Milk

October	Location	Area	Price
Blue Hen Farms	Wilmington, Del.	—	\$3.88
Cream Top Dairy	Lancaster, Pa.	14	3.71
Eachus Dairy	West Chester, Pa.	1A	3.84
Hoffman's	Altoona, Pa.	9	3.60
"	Bedford, Pa.	10,22	3.60
"	Huntingdon, Pa.	10,22	3.60
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.574
Chas. G. Waple Dairies	Tyrone, Pa.	10,22	3.393
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

November	Location	Area	Price
Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.88
Centerville Producers Co-op.	Centerville, Md.	—	3.87
Clover Dairy Company	Wilmington, Del.	—	3.89
Delamore Dairy	Wilmington, Del.	—	3.90
Fraim's Dairy	Wilmington, Del.	—	3.93
Greenhill Dairy	Wilmington, Del.	—	—
New York City Buyers	201-10 mile zone	—	3.78
Supplee-Wills-Jones	Nassau, Del.	—	3.69
West End Dairy	Wilmington, Del.	—	3.91
Western Maryland Dairy	Rising Sun, Md.	—	3.79
Williamsburg Dairy	Williamsburg, Pa.	9	3.70

Sorghum and molasses are actually more nutritious forms of sweeteners than sugar, being rich in iron and calcium.

He profits most whose every sale creates a friend, whose kindly thought serves to perpetuate the tale of what and where and why he bought.

Someone once described a diplomat as a man who can make his wife believe she would look fat in a fur coat.

"What do you feed your chickens?" asked the government agent. "Corn," replied the farmer. "That's illegal," said the agent. "Corn is for people."

"What do you feed your hogs?" said agent continued. "Corn husks."

"That's illegal," again warned the agent. "We use husks to make cloth."

"What do you feed your cows?" questioned the agent.

"I give them the money and tell them to buy their own feed," sarcastically replied the farmer.

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
October	3.93	3.197
November	3.93	3.196
December	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
October	3.83	2.67
November	3.83	2.67
December	3.83	2.67

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skimmilk
October	25.450	11.7650¢
November	25.500	11.6750¢

*Per 40-quart can of 40 percent cream.

†Per pound of roller process dry skimmilk; each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter Cents Per Pound
Nov., 1943—46.75*
(No change during month)
Oct., 1943—46.75*
Nov., 1942—46.50

*Quotations include subsidy payments.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average price paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed excepted Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers September, 1943

Dairy	Grade "A" & Premium	Grade "B"
Abbotts Dairy	\$4.20	\$3.83
Arrowhead-Shoemaker	4.23	3.83
Castanea Dairy	4.23	3.83
Gilmour, J. C.	4.23	3.83
Kligerman Dairy	4.23	3.83
Locust Lane Farms	4.17	3.83
N. J. Milk Products	3.91	3.83
Parks Dairy	4.23	3.83
Rainier's Dairy	4.23	3.83
Scott-Powell Dairies	4.23	3.83
Supplee-Wills-Jones	4.23	3.83
Sylvan Seal	4.23	3.78
Wilson Dairy	4.23	3.83

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Today more than 80 percent of the butter is manufactured in creameries. A third of a century ago most of the butter was made on the farms.

"Mother, is it true that I am descended from monkeys?"

"I'm not sure, son. I didn't know your father's people very well."

Prices 4% Milk, Oct. and Nov.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during October and November, 1943.

Handler	Plant Location	Location Differential	Oct. Price	Nov. Price
Market Average	f. o. b. Philadelphia	—	\$3.979	\$3.985
Abbotts Dairies	Philadelphia, Pa.	—	\$4.050	\$4.050
"	Curryville, Pa.	339	3.681	3.681
"	Easton, Md.	283	3.737	3.737
"	Goshen, Pa.	241	3.779	3.779
"	Oxford, Pa.	227	3.793	3.793
"	Port Alleghe, Pa.	416	3.604	3.604
"	Spring Creek, Pa.	451	3.569	3.569
Ardmore Home Dairies	Ardmore, Pa.	—	4.057	4.060
Baldwin Dairies	Philadelphia, Pa.	—	3.974	3.959
Bedminster D'ymn's Ass'n	Bedminster, Pa.	22	3.732	3.763
Bergdoll's, John C., Dairy	Boothwyn, Pa.	09	3.968	3.959
Booth, Chas. T.	Chester, Pa.	07	4.043	3.987
Breuninger Dairies	Philadelphia, Pa.	—	4.008	4.017
"	Richlandtown, Pa.	227	3.751	3.760
Brookmead G'm's y Dairies	Wayne, Pa.	07	4.060	4.152
Brown's Dairy	Glenside, Pa.	07	3.888	3.925
Buck's Co. Farms Dairies	Morrisville, Pa.	22	3.661	3.684
Buehlers Dairy	Willow Grove, Pa.	07	4.056	4.064
Clover Crest Dairy Farm	Newtown, Pa.	13	3.870	4.190
Cooklyn Milk Co.	Goldsboro, Md.	262	3.670	3.690
Crawford, M.S., Dairy	Drexel Hill, Pa.	—	4.001	3.982
Crumdale Farms Dairy	Berwyn, Pa.	09	4.054	4.062
Crystle, Wm. H., Dairy	Chester, Pa.	07	3.928	3.892
Darlington Bros.	Darling, Pa.	09	3.988	4.040
Deger's Dairy	Mont Clare, Pa.	13	3.861	3.915
Dietrich's Dairy	Reading, Pa.	234	3.706	3.711
Engel Dairy	Philadelphia, Pa.	—	4.053	4.018
Ervin's Dairy	Philadelphia, Pa.	—	4.089	4.130
Frankford Dairies	Philadelphia, Pa.	—	3.998	3.982
Gailey Ice Cream Co.	Delta, Pa.	248	3.703	3.715
Gardenville D'ymn's Ass'n	Gardenville, Pa.	13	3.796	3.801
Gardenville Farm Dairies	Gardenville, Pa.	13	4.022	4.000
Gaynor, Hyland L.	Boothwyn, Pa.	09	3.932	3.901
Gorman Dairies	Newtown, Pa.	07	4.092	4.215
Greentree Creamery Ass'n	Obelisk, Pa.	22	3.699	3.681
Gross, Charles Dairy	Philadelphia, Pa.	—	4.062	4.097
Grubbs Dairies	Media, Pa.	07	4.073	4.068
Hamilton Dairies	Philadelphia, Pa.	—	4.076	4.090
Hansell, A. R.	Philadelphia, Pa.	—	3.925	3.928
"	Mainland, Pa.	11	3.815	3.818
Harbison's Dairies	Philadelphia, Pa.	—	3.975	4.000
"	Brandtsville, Pa.	276	3.669	3.694
"	Byers, Pa.	22	3.725	3.750
"	Carlisle, Pa.	276	3.669	3.694
"	Hurlock, Md.	283	3.662	3.687
"	Massey, Md.	241	3.704	3.729
"	Millville, Pa.	332	3.613	3.638
"	Sudlersville, Md.	248	3.697	3.722
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.944	3.865
"	Boiling Springs, Pa.	276	3.638	3.559
Hill Crest Farms	Eddington, Pa.	09	4.051	4.060
Holiday Dairy	Norristown, Pa.	11	3.951	3.912
Homestead Guernsey Farm	Chester Heights, Pa.	11	3.932	3.949
Hutt's Dairies	Philadelphia, Pa.	—	4.032	4.035
Individual Dairies	Philadelphia, Pa.	—	4.088	3.952
Ivy Crest Guernsey Dairies	Hatboro, Pa.	09	3.922	3.968
Jersey Queen Dairy	Philadelphia, Pa.	—	4.026	4.093
Johnson, J. Ward, Dairy	Woodlyn, Pa.	07	3.995	3.956
Lehigh Valley Farmers	Allentown, Pa.	234	4.170	4.300
Marmer, John	Bryn Mawr, Pa.	—	3.895	3.970
Marshall, T. Forest	Linwood, Pa.	09	4.016	3.993
Martin Century Farms	Lansdale, Pa.	11	3.855	3.889
Meyers Dairies	Amble, Pa.	09	3.847	3.928
Miller-Flounders Dairy	Chester, Pa.	07	4.040	4.053
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	4.059	4.072
Montg-Berk Dairy Co.	Boyetown, Pa.	227	3.612	3.612
Nelson Dairies	Norristown, Pa.	09	3.913	3.905
Oakes Dairy Farm	Chadds Ford, Pa.	11	3.927	3.942
Oakland Farms	Fairview Village, Pa.	11	3.952	3.901
Pennbrook Milk Co.	Philadelphia, Pa.	—	4.031	4.052
Penn-Reed Milk Co.	Belleville, Pa.	318	3.528	3.526
Quaker-Maid D'y Products	Philadelphia, Pa.	—	\$4.061	\$4.090
Quinn's Dairies	Philadelphia, Pa.	—	3.981	4.011
Richards, F. H.	Philadelphia, Pa.	—	4.054	3.985
Rosenberger's Dairies	Hatfield, Pa.	13	3.801	3.732
Schillinger's Dairies	Philadelphia, Pa.	—	4.056	4.016
Scott-Powell Dairies	Philadelphia, Pa.	—	3.943	3.991
"	Ardmore, Pa.	—	3.943	3.991
"	Clayton, Del.	241	3.672	3.720
"	Fairdale, Pa.	318	3.595	3.643
"	New Holland, Pa.	234	2.679	3.727
"	Pottstown, Pa.	22	3.693	3.741
"	Snow Hill, Md.	304	3.609	3.657
Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.715	3.775
Suburban Dairies	Manoa, Pa.	—	4.093	4.090
Supplee-Wills-Jones	Philadelphia, Pa.	—	3.981	3.986
"	Bedford, Pa.	332	3.619	3.624
"	Chambersburg, Pa.	297	3.654	3.659
"	Hagerstown, Md.	304	3.647	3.652
"	Harrington, Del.	262	3.689	3.694
"	Huntingdon, Pa.	332	3.619	3.624
"	Leaman Place, Pa.	234	3.717	3.722
"	Lewistown, Pa.	311	3.640	3.645
"	Mercersburg, Pa.	311	3.640	3.645
"	Mt. Pleasant, Del.	227	3.724	3.729
"	Princess Anne, Md.	297	3.654	3.659
"	Townsend, Del.	234	3.717	3.722
"	Worton, Md.	255	3.696	3.701
Sylvan Seal Milk	Philadelphia, Pa.	—	3.980	3.987
Sypherd's Dairies	Philadelphia, Pa.	—	3.975	3.990
Taylor's Dairy	Jenkintown, Pa.	—	4.108	4.114
Turner & Wescott	Glenroy, Pa.	234	3.762	3.714
Walnut Bank Farms	Quakertown, Pa.	227	4.017	3.943
Warners Dairy	Berwyn, Pa.	09	3.975	3.926
Wawa Dairy Farm	Wawa, Pa.	09	3.954	3.966
Willow Ridge Farm	Hatboro, Pa.	09	3.924	4.014
Wilmer Dairies	Conshohocken, Pa.	07	3.877	3.851
Wissahickon Dairy	Philadelphia, Pa.	—	3.987	4.086
Witchwood Dairy	Spring House, Pa.	11	3.946	3.956

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid, or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

	Nov. '42	Oct. '43	Nov. '43
Class I price, 4% milk	3.700	\$4.050	\$4.050
Class II price, 4% milk	2.943	3.317	3.316
Weighted Average Price	3.597	3.979	3.985
Class I, pounds	59,697,733	61,669,448	58,329,205
Class II, pounds	6,355,436	3,932,829	2,675,567
Total pounds	66,053,167	65,602,277	61,004,772
Class I, percent	90.38	94.01	95.61
Class II, percent	9.62	5.99	4.39
Average butterfat test, %	4.0927	4.13049	4.11935
Number of producers	10,040	9,593	9,447
Value, 4% basis, f.o.b. Philadelphia	\$2,375,963.74	\$2,610,199.82	\$2,430,781.55

Dairymen Are Doing a Real Job

President H. B. WELTY Tells Delegates

WE HAVE been engaged for nearly two years in a total war; a war in which every one of us has a stake. This is conceded to be history's biggest war, and the great strategy seems to be—first Germany, then Japan.

We have in this war two powerful allies; England, standing off the enemy alone for a year, and Russia, with her tremendous armies and great reserves of manpower, materials and spirit driving back the Nazi invaders, softening them up for the final drive. Our own armies have done magnificently on widely scattered fronts all over the world, but we feel that our men face fiercer battles, with increasing losses of men and materials.

The tremendous productive capacity of our country has been a big factor in swinging the tide of war in our favor. This country has exceeded all expectations in the production of munitions of war. Our production, we confidently believe is greater than the combined production of all our enemies. It is generally conceded, however, that we have not attained the peak, that on some sectors of our home front real all-out production has not been reached.

Our agricultural production a year ago broke all records. This was the result of determination on the part of farm people, longer hours, harder work, and good weather. The year just closing, after a bad start, is coming to a fairly successful finish, when we consider the country as a whole. However, because of drought our own section did not fare so well.

Food Is a War Essential

There is an old axiom that an army moves on its stomach. A mechanized army has changed this basic fact by adding to the needs of its own stomach those of the industrial worker making the machines of war.

Considering the handicaps faced, we believe our farm people have, since Pearl Harbor, led the nation in production achievements. They faced shortages of manpower, machinery, fertilizer, feed and supplies. They did the best they could. They did more—with less.

We can expect difficulties in war time. We must contrive to make things do. We must get along somehow—when unavoidable difficulties are encountered. But too often our difficulties are made worse by unwise or unnecessary regulations.

Such regulations have resulted in many criticisms of the government and its policies. These criticisms are growing. They are a cause of growing discouragement among farmers and of serious concern for our nation's food supply. I have no patience with those who say that it is unpatriotic during war time to criticize our government, its officials or the actions of those officials. It is our right and our duty to offer sound criticism whenever we sincerely feel that heeding such criticism will help our country. The exercise of that right is part of the American way of living, and once we as citizens are deprived of that right and privilege, we will have lost one of the biggest things for which we are fighting—a truly democratic government.

The story of today's farm situation has seldom been told to the general public either fairly or completely. Even men in government circles, some in high places, are giving out information which gives a distorted and unfair picture. For example, comparisons between agricultural income and industrial wages are frequently made

SAVE THIS ISSUE
IT CONTAINS
A COMPLETE REPORT
OF THE
1943 ANNUAL MEETING
OF
YOUR INTER-STATE

on a most unfair basis, that of comparing the gains in the gross income of farmers with the hourly wage rates of factory workers. This disregards the basic principle of business—that, before any income accrues to the owner, all expenses of the business must be paid. Farming is a business, and the cost of taxes, feed, fertilizer, hired labor, interest, and all the other various and sundry costs, must come out of the farmer's gross income before he has a cent for himself or his family. In contrast with that, when hourly wage rates are used as the measure of an industrial worker's income, these officials do not mention the longer hours he is now working, nor time-and-one-half for all his over-time, neither of which shows up in a plain statement of basic wage rates. An accurate comparison would contrast the wage earner's "take-home" wages before personal tax deductions with the farmer's "keep-home" income after paying his business expenses.

Comparisons Must Be Fair

Another factor which is ignored too frequently, is the fairness of the basis on which the comparisons are made. Comparing farm prices and farm income of today with the thirties, even 1935-39, is using as a farm income standard a period of low farm income. But if the 30's, especially the late 30's, are used as a basis for comparing the wage earner's hourly wage rates with today's rates, the increase is made to appear modest. Actually, the increase is astounding when today's "take-home" wages are compared with five years ago.

Another point in which the farmer is at a disadvantage in such comparisons is that, after cash expenses are taken out of his gross income, what is left is the labor income of the farmer's entire family. When the city wage earner's wife and older children take jobs, as has been done in millions of homes, their income is all extra income that does not show in the basic hourly wage rate, nor even in the "take-home" pay of the regular wage earner.

There is fear right now, with the food

subsidies all but outlawed, that price and wage control agencies of the administrations may give up trying to prevent inflation and attempt to direct all blame for rising prices on farm organizations and the so-called "farm bloc" in Congress. Along with this attitude is the implied charge that farm people want uncontrolled prices and are in favor of inflation. Nothing could be farther from the truth. From my contacts with farmers and farm leaders, I believe there is less of this attitude among them than in almost any other large national group. Farmers do not want inflation. I believe, further, that if the prices of things they buy, including farm wages, were controlled as effectively as are the prices of things they sell and this were all done at a fair level, they would have little criticism to offer.

Don't Want Doles

It is not good for the farmer, nor for the country, to put the farmer in a position where he has a choice of accepting government doles or curtailing his production, if not going out of business entirely. He can not produce at his best unless he has confidence in a fair return for his work and on his investment. This principle has been proven time and again in the production of the machines of war but seems to be disregarded in producing food for the men who make and the men who use these machines.

I am one of those old fashioned Americans who believes that one of the best ways of keeping prices from running away is to assure adequate supplies. Unfairly low prices today will discourage production and result in shortages and high prices tomorrow. Fair prices will get the production we need. In any event, our consumers will always choose something to eat at a fair price rather than a scarcity at a low price.

Oleo Battle Continues

Another problem encountered on the domestic front is that brought up by the oleomargarine interests, who have attempted to remove all protections against unfair practices and fraud in the manufacture and sale of their product. They have sponsored in the legislature of 18 states bills with these objectives, while the Fulmer bill introduced in Congress would have removed the 1/4-cent a pound Federal tax on natural color oleo and ten-cent per pound Federal tax on colored oleo, and also the license fees on manufacturers, wholesalers and retailers of these products. The 1/4-cent tax and the licenses for the uncolored product are modest—only enough to provide controls. They permit the oleo industry to put its product on the market strictly on its merits, recognizing at the same time that oleo is a food of definite nutritive value. The tax and licenses provide safeguards to prevent oleo from masquerading as any other product, especially butter. The Fulmer bill was killed in committee by a 14 to 11 vote and is dead for this session. The oleo drive may be revived however, through introduction of a similar measure in the Senate.

The 1944 Pennsylvania legislature, which was in session when the butter shortage became most acute, was urged to repeal all legislation controlling oleomargarine manufacture and sale in the Commonwealth. All bills to remove or ease regulations on oleo were defeated except one, which received the whole-hearted approval of the farm organizations, and which modified the law prohibiting institutions from purchasing or using oleomargarine. This bill permits

institutions, when they can not get sufficient supplies of butter, to make up the remainder of their needs with oleo. Safeguards were put into this legislation requiring that reports of all such purchases be made to the State Department of Agriculture upon request and that this feature of the law shall terminate six months after the end of the war, when the original restrictions will again become effective.

Farm Groups Help College

There are other matters on which I want to report to you. The farm organizations of Pennsylvania, through their combined efforts last year, were able to secure legislative approval of an additional appropriation of \$130,000 for the biennium to be used in agricultural research at Pennsylvania State College. Most of the projects to be studied with this fund are now under way at the college and results of many of them will be of direct benefit to Pennsylvania agriculture during the immediate post war period.

As members of Inter-State, you are well aware of the efforts of your organization to obtain higher milk prices, one of the high lights in that drive being the hearing on the Philadelphia milk marketing order held last January. At that hearing we presented conclusive evidence that an increase of approximately two cents per quart, or 93 cents per hundred pounds, was needed in order to meet the increased cost of production, and that part of that increase was needed at once, the remainder not later than July 1. We stated also that under war-time conditions the price must be such as to stimulate production if we want to get production. The tentative proposal growing out of that hearing provided for a 23-cent increase. Inter-State submitted a vigorous brief, insisting on the need for a higher price, and a 35-cent increase finally became effective on April 12.

You are also well aware of the delay in obtaining this increase and how it arrived in almost a dead heat with the President's "hold-the-line" order. In fact, the increase and the President's statement were both announced the same day. The result was that we, as producers, got a 35-cent increase on Class I milk and the taxpayers paid the increase through a subsidy to handlers.

Where Line Was Not Held

But in many other sectors the line was not held. Feed prices kept on climbing. Farm wages went on up—many other expenses increased, too. Wage increases were approved here and there, by raising hourly rates, by wholesale promotions and by lengthening the work week, sometimes placing whole areas on a 48-hour week.

Farm leaders sense the added danger that, when the war is over and price and wage adjustments must be made, the actual commodity prices without the subsidy may be taken as the standard on which farm prices will be adjusted downward, while there are already indications that labor groups who are now comparing their present situation with prewar on the basis of hourly rates will then compare their post-war position with the total take-home wages of the war period. I am convinced that our national economy will crack up under the stresses and strains set up in our economic structure if these distortions which are made worse by subsidies are allowed.

The farmers resent the idea that they need a subsidy to get along, and especially so when the buying power is available which would enable consumers to pay a fair price outright for their food. In fact, it is generally recognized that consumers now are better able to pay their grocery bill as they go along than they have ever been in any other period in our history. The one exception applies to the relatively small groups dependent upon dividends, de-

pendency allotments, pensions and salaries fixed by law. A food stamp plan might be used for these few to tide them over.

In fact, prices now paid by consumers for food represent the lowest percentage of their total income that ever existed since records were kept on these matters. It is doubtful that consumers in general will ever again be as well able to pay today's food bill as they are right now, especially remembering that the habit of eating is as old as man himself and as long as we live we can expect to have a daily grocery bill to pay. It seems that this is one bill which should be on a pay-as-we-go basis.

It is often said accusingly that farmers are accepting the subsidies. They are doing so, not because they believe in subsidies or want to receive their pay for their product in that form, but only because they must take them if they expect to stay in the business of producing food.

Price Hearings

In August and September hearings were held to consider price increases for the Pennsylvania marketing areas, for New Jersey and for the Philadelphia Federal marketing area. All evidence showed the need for higher milk prices. The Philadelphia hearing closed late on Friday, September 24. We asked for prompt action. Less than 24 hours later we got it—our radios carried the news there would be a subsidy of 25 cents to 50 cents per hundred weight of milk, effective October 1 for three months.

We believe, however, that the emergency meeting of the National Cooperative Milk Producers' Federation called for Tuesday, September 28, at Washington, was the real reason for that September 25th announcement of the subsidy.

The present indications are that the public will soon be on a pay-as-we-go basis on food, although there may be a few difficult adjustments needed in making the change-over. This position of Congress apparently is the result of heeding the voices of the people back home. It is not asking for inflation, nor for removing all price controls, but is merely a desire to pay for our groceries directly, rather than through the tax collector.

This country, and especially the millions of men and women in uniform, can be thankful that our farmers are true Americans, that they keep on producing without any letup whatever, regardless of decrees, regulations, restrictions and other handicaps and even at prices that permit no savings with which to rebuild or to replace worn-out equipment when the war is over. They have continued to produce, and fortunately the past two years, especially in 1942, they were favored with ideal weather which enabled them to produce tremendous crops. Should the country as a whole suffer a drought another year, such as did our own Atlantic Seaboard area last summer, then we will feel the full force of these handicaps

caused by shortages of manpower, machinery, feeds, fertilizers and, maybe even more important, the lack of the encouragement that is so sorely needed. Such a combination of circumstances would mean a severe shortage of food.

Farmers Stick to the Job

Our farmers of today are made of the same kind of stuff as were those who fought for our freedom in the establishment of our democracy at Lexington and Concord and who have played such a tremendously important part in all of our wars down to the present. Should they quit work for a few days because of lack of a contract, or should they all "report sick" some morning and let the cows go unmilked, then this country would face a real danger, one that may be as serious as is the threat of the Nazis. Should that happen the backbone of the American way of life would be broken and the future of our nation would be perilous indeed.

In closing I wish to say that in carrying on the work of Inter-State the past year the delegate body has given the organization splendid support. Your problems and responsibilities as delegates are ever increasing, as it is through you that we must carry back to the membership more and more of the information about Inter-State, the work it is doing and the job it has ahead. You were selected as delegates because you are leaders in your communities. We have confidence that that leadership will be exemplified in your responsibilities to Inter-State, also.

As President, I am also expressing to the Board of Directors and to all employees of Inter-State my sincere appreciation for the way in which you have done your part in carrying on the work of Inter-State during the past year for the best interests of the organization and the membership.

Buy Fertilizer Now Delay May Be Costly

Fertilizer is no good to the farmer unless it is delivered—and delivered in time for use—says J. B. R. Dickey, extension agronomist at Pennsylvania State College. With manpower shortages, congestion of truck and railroad transportation and other possible complications, farmers are advised to place their orders for fertilizer and request delivery at the earliest possible time.

Prices on all goods are fixed and any possible gain from delay is not considered worth the risk of non-delivery or late delivery.



This Model T Ford truck, owned by Mohler Good, Bareville, Pa., has served him well. He has used it to haul milk to New Holland since 1924.

Women's Program A Hit

Talk, Forum Discussion, Music, Feature Meeting

THE COMPLEXITIES of milk prices were simplified for the 80 or more women who attended the women's session of the Inter-State annual meeting on Monday morning, November 29. The program presented at this event was different from any held before and obviously it made a hit. The feature of the program was a forum discussion on milk price problems of producers and consumers by Dr. C. Wm. Pierce, associate professor and Wm. H. Barr, assistant professor of agricultural economics, Pennsylvania State College, described by Dr. F. F. Lininger, vice-dean of the School of Agriculture as "figure packing papas." Dr. Lininger acted as interrogator, heading up the discussion through questions designed to clarify many of the points being discussed.

The program was opened with a flag salute, followed by the group singing of "America," with Mrs. Charles R. Hires, Jr., Salem, N. J., chairman of the meeting. She greeted the group and introduced the speakers on the program.

Mrs. Horst Speaks

Preceding the forum on milk prices, Mrs. Miles Horst, wife of Pennsylvania's Secretary of Agriculture, discussed with the women some of the current problems facing housewives, especially those resulting from food shortages and rationing. She emphasized the progress in preserving fruits and vegetables, reviewing the history of this work from the old open kettle type of preserving through to the high pressure cooker method now so frequently used, and the freezing of fruits, vegetables and meats.

There was a brisk discussion of some of these problems, numerous questions being asked and answered.

The women present especially enjoyed the musical treat offered them, Miss Grace Ewing, daughter of Leon V. Ewing of Elkton, Md., giving several vocal numbers, in which she was accompanied by Miss Margaret Moore, also of Elkton. Miss Moore rendered several piano selections.

In the forum discussion, Mr. Barr outlined the basis on which milk production cost studies are made by Pennsylvania State College and the use to which these figures are put by the college and before milk control agencies charged with the determination of producer prices. He enumerated items making up cost and stressed the returns received for labor expended in the dairy enterprise on our farms.

How Prices Are Determined

"Milk prices," he said, "were formerly determined by the amount of milk the cows would give and what the consumers would pay. Now we are operating under a system, or rather a number of systems, of price fixing." This system, started during the depression period, has, as a result of the war, developed into "a sort of layer cake, and icing—the OPA." This agency has the final say on any price increase.

A reasonable basis for producer milk prices, Barr stated, has been considered by many as cost of production plus a fair profit. In the long run, if a farmer does not receive his cost of production his output will be reduced. Now there is another factor to be considered—the relative attractiveness of alternate enterprises. "A dairyman can quit and get a job in some war industry. Many have done so."

An extensive survey of production costs



WM. L. BARR

C. WM. PIERCE

"The Figure Packing Papas"

was described by Mr. Barr which, when completed in the spring of 1942, showed a cost per hundred pounds of milk of \$3.33, with the advance in production costs since then bringing that figure up to \$4.49 in September, 1943. Hired labor in the spring of 1942, including privileges, averaged \$3.7 an hour and in September this year it was at least \$6.2. However, the owner actually had only \$1.17 an hour.

In order to complete the background for the discussion, Dr. Pierce was asked by Dr. Lininger "Who are the consumers?" Dr. Pierce answered that "they are all of us—the people on our farms, those who work for government or in industry or commerce, anyone with income to spend."

The Source of Increases

The dealer was then brought into the picture, it being asked whether, as is frequently stated, he could not absorb any increase to the farmers without passing it on to consumers. The answer was given that the Milk Control Commission, which has access to the dealers' books and is required to see that they have a margin under which they can operate, in the past determined their margin. However, during the past year or a little more, their price to producers has shown two advances with no change in the retail price, thus squeezing their margin.

Tied right in with this problem was that of the price which the consumer can afford to pay for milk. Dr. Pierce stated, in this connection, that consumers now need spend only 16 percent of their income for food in order to have as much food of similar quality as they enjoyed during the 1935-39 period. Actually, consumers are spending about 20 percent of their income for food, enjoying more of it and perhaps of somewhat better quality than a few years ago. This figure compares with 31 percent of their income spent for food in the first World War.

The discussion at this point brought out that the consumers, with very few exceptions, can afford to pay a higher price for

milk without jeopardizing their standard of living or suffering hardship. "The present price in Philadelphia is 14 cents a quart. Consumers could afford to pay over 20 cents for milk without reducing their pre-war purchasing power for milk."

This led directly into the subsidy question, subsidy being defined as a payment out of the Federal Treasury in order to prevent a rise in the cost of living. It was pointed out, however, that subsidies must be paid for and that subsidies are, actually more inflationary than would be a "pay-as-we-go" policy on our grocery bills.

A subsidy, Dr. Pierce said, leaves unspendable money in the hands of the public, while at the same time adding to the nation's debt burden.

Subsidy was considered unwise also because it is generally recognized that the consumer is better able now than ever before in history to pay the full cost of his food and that in the future, with lower wages, it will be increasingly difficult to liquidate the added national debt made necessary because of paying these subsidies out of the public treasury.

"White Collars" Get Raises

The "white collar" workers, now being described in the press, over the radio and from Washington, as the country's poor, forgotten step-children are, for the most part, being well taken care of, Pierce declared. Most of them have gotten raises, direct or through promotions, or both, and many of them have additional family members working. A survey reported by the New York Times of 121 corporations showed a 21 percent increase in salaries of their white collar workers since 1940.

The hardship cases, where income is strictly limited, would, of course, be hurt by increased prices, Dr. Pierce said. There are only a relatively few such cases and these, he insisted, could be aided through direct help, such as an adaptation of the food stamp plan, thus spending tax money only on those really needing help.

On the matter of inflation, Dr. Pierce mentioned the monetary inflation in Germany in the early 20's, which was a result of putting printing press money into circulation, rather than any price policy of the country that could be compared with our present situation.

The reported success of the subsidy in England was also brought up and it was answered that the English situation is so dissimilar to our own, with England raising such a small part of her own food, that any success of subsidy that might be experienced in England would have no applicable bearing on our situation. He pointed out further that England is absorbing unspendable income through taxation, paying one-half of her war cost as she goes through taxes, which is a much higher relative rate than we are paying.

Greetings were also extended the Inter-State women by General Manager O. H. Hoffman, Jr., and by Inter-State's pre-

(Please turn to next page, column 3)

The Report of the Secretary

By H. E. JAMISON, Secretary

ONE OF THE most important responsibilities of the secretary is that of maintaining the membership records. The details of this work are largely in the hands of Mrs. LaVerna Fell, who maintains the master membership records, issues the stock certificates, and takes care of the many other details involved in these records. These will likely be brought to your attention later at this meeting. As in other departments of Inter-State we require that the membership records be as nearly 100 percent accurate as is possible to attain.

This work was greatly increased last year, marketing agreements having been accepted and membership certificates issued for 834 new members.

In addition, 42 transfers of memberships were made. This total of new members exceeds by far the number in any other year since the original membership campaign of the Cooperative was completed in 1937. In one other respect, however, the work in this department was less than in other years and that was in the taking care of withdrawals. The actual number of withdrawals requested by members in February, and which became effective on April 1, was 87, the smallest number previous to this year having been 149 in 1942 and in 1941. There were 352 other membership cancellations resulting in a net membership gain of 395 during the year.

More Membership Work

An accurate record is kept of members who discontinue the dairy business or who, for any other reason, may not be paying commission. From time to time, but at least twice each year, we prepare a list of all members from whom no commission has been received for twelve months or more. These are classified by districts and a list of all such members in a district is sent to the Director, and another copy to the fieldman. They get together, go over each name and if any member is expected again to become active his name is so marked. Even then, before the cancellation of the others is finally carried through, a letter is written to the member explaining the policy and the circumstances, and if, in response to this letter, he indicates reasonable justification for being continued as a member we do not cancel his membership. All others on the list are then cancelled and their stock redeemed, thus keeping the membership list as nearly active and up-to-date as is practicable.

We have also reduced rather sharply the number of unaccepted applications for membership on file, most of these having been accumulated during the first year or two of the Cooperative. Since the close of the fiscal year this list has been further reduced, the number now being 135.

The 1942-43 Directors

The terms of eight directors expired at the time of the 1942 annual meeting of delegates, but, due to the combining of Districts 6 and 1 in order to bring all districts within the proportionate size limits provided in the by-laws, District 6 was discontinued and only seven of the directors whose terms then expired were replaced through elections held in their respective districts.

Five were re-elected, as follows:

District 2—Frederick Shangle
District 11—E. M. Crowl
District 17—Joseph S. Briggs
District 20—Kenzie S. Bagshaw
District 22—A. R. Marvel

and new directors were elected in two districts as follows:

District 16—C. G. Niesley
District 26—H. Lester Oyler

During the year resignations were offered by two directors and accepted by the Board of Directors. Each of these men resigned because he had disposed of his dairy herd and discontinued his dairy business, and therefore, considered himself ineligible to represent active producing members. The resignation of J. Leslie Ford, Director from District 9, was accepted at the May 26, 1943, meeting of the Board of Directors, and upon the recommendation of the delegates from his district, Harris B. McDowell, Jr. was elected at that meeting to serve the unexpired term. H. Lester Oyler, Director from District 26, submitted his resignation at the same meeting to be effective on June 1, 1943. This was accepted by the Board of Directors. The delegates from that district recommended Geo. A. Comerer to serve as director for the remainder of Mr. Oyler's term and Mr. Comerer was elected as Director at the June 23, 1943, meeting of the Board of Directors.

Our Newly Elected Directors

The terms of seven directors expired as of this meeting. Six of these directors were re-elected by the delegates of their respective districts, as follows:

District 5—J. W. Keith
District 8—Furman H. Cyger
District 10—J. Lawson Crothers
District 13—H. B. Stewart
District 19—John Carvel Sutton
District 21—Coy E. Mearkle

The delegates of District 23 elected Frank C. Pettit for a three-year term, succeeding Charles R. Hires, Jr., who was not a candidate for re-election.

During the past year the directors have met once each month, the regular date being the fourth Wednesday of the month. However, the September meeting was cancelled and the October meeting was held early in the month in order to develop plans for the local annual meetings over the territory.

The Board of Directors, at its August meeting, approved a resolution whereby certain locals in the organization were combined, and also approved action giving the General Manager authority in the future to make such changes as may be necessary in reassigning members or in the combining of locals in order to keep all locals up to the minimum number of members as required in the by-laws.

At the close of the fiscal year there were

104 locals, the Harrington and Felton locals in District 12 having since been combined at the request of the members of these locals which action was approved by the directors, leaving 103 locals as of today. The total number of delegates from these locals is 122, all locals having held their annual meetings during the past several weeks. In general the interest has been very good and the attendance at most of these meetings has been gratifying, being larger in many instances than a year ago.

District Dinners

During the past year most of the districts have held dinner meetings, some districts finding it necessary to hold more than one meeting in order to accommodate all of the members who wished to take part in these affairs. Altogether there were 23 such meetings held, the total attendance being in excess of 3570.

The work carried on in the office will be outlined by several members of the office staff. They can tell you better than I as to the type of work they are doing and the extent of it. It will suffice for me to say that we have an office staff of which we are all very proud, that works together as a team, does its work efficiently and accurately. Only through this kind of cooperation are we able to carry on the many added duties which we have undertaken during the past few years.

Women's Program a Hit

(Continued from page 10)

sident, B. H. Welty. Mr. Hoffman emphasized the important place the farm women have in our national struggle, stating that theirs is a morale building job among the men in their families, that this morale is necessary is evidenced when we realize the tremendously important place that our farmers have in our war effort, being outranked in importance by only the men at the fighting front and possibly, also, in some respects by those who are engaged in the actual work of building war planes and other highly essential instruments needed in this war.

Mr. Welty brought to the attention of the women some of the intangible work that Inter-State has been doing in order to protect the welfare of our farm people, mentioning especially legislative work and the positions taken by farm groups on many of the current national issues, such as subsidies and the continued efforts to protect not only dairy producers but the entire public in keeping a check on the manufacture and sale of oleomargarine.

There was a brief discussion as to whether the women would desire to hold their meeting in the forenoon, as in the past, or whether they might desire a late afternoon session, thus enabling them to attend the general session of the annual meeting. The decision was to continue the meeting at its present place on the program.

"How has your potato crop turned out?" asked a victory gardener of his inexperienced neighbor.

"Fine, fine! Some are as big as marbles, some as big as peas, and, of course, we had quite a lot of little ones."

Equality for Agriculture

Is Asked by O. H. HOFFMAN, JR., General Manager

MY PRESENT report is a difficult one to make. At the time of practically every one of our previous Annual Meetings, the Cooperative had facing it either some specific and clear-cut issue, or had been engaged in, or had just completed, a specific task or job which one could discuss with considerable exactness.

You will recall, for instance, that, three years ago, the Cooperative was faced with the immediate business of securing a sound and reasonable Milk Control Act for the Commonwealth of Pennsylvania, and that, at the time of the Annual Meeting, the issues were such that one could lay them out with a large measure of clarity and decisiveness. The next year, at Annual Meeting time, Inter-State was in the very midst of what amounted to practically a life and death struggle to secure a Federal Order for this market. As a matter of fact, the hearing which ran for weeks was recessed sufficiently long enough for us to hold our Annual Meeting.

Then, last year, you remember the Cooperative, in common with the other farm groups of this country, was up against the first phases of war-time controls on agriculture and, here again, it was possible to discuss these with some degree of freshness. This season we have had no sudden new bold issue to wrestle with. Instead the year has been one of continuous struggle to secure an adequate return for milk producers under the wartime controls to which I have referred. As the result of this difference in the nature of our problems, my talk before you today necessarily will take a somewhat different trend from those of preceding years.

The Day-In—Day-Out Work of the Cooperative

I want first to talk a bit about the day-in, day-out work of the Cooperative this last season. We probably have had more business to attend to on behalf of our members than during any year of the present organization's existence. Much of this work has been of an unspectacular nature; much of it has come as the result of our general growth in activities. A great deal of it has come as the result of the impact of the war upon our farmers.

The routine of the business of Inter-State, among other things, has called for the continued and, I believe I may say without boasting, efficient management of the Centerville operation where some ten million pounds of milk was received and marketed for our members at an average return, over the fiscal year, of \$3.53 per hundredweight, f.o.b. the plant.

I want to take a moment here to tell you how the Centerville operation functions. I went to some pains to do this in my 1940 report to you, but this being my third report since that time and, in view of the fact that the personnel of this delegate body has changed considerably, I believe it will be well to review this today.

You recall that in 1938 it became necessary for our producer members in that

area to look to the Cooperative for the fulfillment of the guarantee provided for in their marketing agreements. Their customary market, as you recall, had closed down on them and 1938 was no such year as we are having now when every one is hunting milk. The upshot of the business was that these producers themselves purchased a receiving station and rebuilt it at a cost of some \$40,000, then looked to Inter-State to market the milk for them. I do not need to recite the various difficulties which were encountered, nor how close to the wind we were sailing with the very slight reserves we possessed at that time. The underwriting of the guarantees in our marketing agreement cost Inter-State more than \$60,000 but not one cent of that sum was expended by the Cooperative in the building of the plant. This I want made clear.

Inter-State members at Centerville organized the Centerville Milk Producers' Cooperative and they themselves raised every penny of the cash necessary to build a modern station. The Centerville Milk Producers' Cooperative has a management contract with the Inter-State Milk Producers' Cooperative and it is our job to manage the plant and dispose of their milk for them. Nor is this management furnished free of charge. Centerville pays Inter-State, each month, for the work which we do for them. Even telephone bills and travel expenses incurred in connection with this work are paid by the Centerville Cooperative.

A Good Job at Centerville

One thing I want to say, to the credit of our members who constitute the Centerville Milk Producers' Cooperative, is that they are men of pride and propose to pay their own way. They have their own directorate which meets monthly and I usually attend their meetings. Back in the difficult days when Inter-State's reserves were at an extremely low ebb, and this milk was going into manufacturing channels, Centerville's Board of Directors voluntarily proposed to Inter-State that they did not expect the full fluid price for their milk, as obviously was understood, and they proposed, instead, that Inter-State assume only part of this liability.

At the present time these men have their plant practically paid for. The operation of the plant has continued in the hands of Dan Everett, a most able and trustworthy man in whom I find I can put complete confidence; and Louis Tomey, formerly of the State Department of Health of Pennsylvania, looks after the quality control work. He has done an excellent job in building up the quality of the supply.

The big reason for the success of this

operation is the fact that the Centerville directorate, so far, has met the responsibilities with which it has been faced, in a business-like, courageous and united fashion, and as long as this continues the Centerville operation will continue a credit, not only to its membership and directorate, but to Inter-State as well.

Our Secondary Markets

Another extremely important routine Inter-State operation, with which many of our members are not familiar, is the business of the Secondary Markets. All of us know, of course, that in addition to the Philadelphia market, we have Secondary Markets and Secondary Market Managers, but probably little of the detail of their operation is known to the average member of Inter-State. I believe it would be well to discuss these markets briefly with you today.

The Secondary Markets were established on the sound theory that Inter-State should, in the best interest of its members, have a say in the marketing of the milk of those producers supplying the smaller centers of population lying within our milk shed, in order that a proper relationship might be preserved between the prices generally paid in the shed.

The first market, coming east, is the Altoona-Huntingdon Secondary Market. Its market manager is Jim Camp, who also looks after the field work for Inter-State in that territory. We have approved buyers in the towns in that area, just as we have approved buyers in Philadelphia. We also have two committees who are advisory to Jim in his problems in that territory, just as we have a directorate and an executive committee here in Philadelphia. The two groups are known as the General Milk Marketing Committee and the Executive Committee. The Executive Committee meets with Mr. Camp each month and it is at this meeting that the routine affairs of the market and the market problems are taken up and settled. The expense of the Secondary Market operation is financed through an allocation to the market of 1 cent per hundredweight on the milk of Inter-State's members, which is marketed in this area, with the understanding that any excess accumulation above \$500.00 reverts semi-annually to the general funds of the Cooperative.

Our next Secondary Market is the one at Lancaster. Here Charlie Cowan is manager and he, too, looks after the field work for a number of the members in this territory. The Lancaster area has some of its milk going into the New York market and this requires membership in the Metropolitan Cooperative Milk Producers' Bargaining Agency, on which Mr. Cowan is our authorized representative. The set-up in Lancaster is similar to the one in Altoona-Huntingdon but the Advisory Committee meets every other month.

The Work at Wilmington

Next is the Wilmington Secondary Market. Here the Marketing Committee likewise meets every other month and the Wilmington Market in the last several years has had more than an average amount of constructive work to do for producers. The State of Delaware has no milk control act and, as a result, all prices have to be arrived at on the basis of bargaining. In this area we have managed to effect a very excellent working arrangement with our

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buyers, with our milk being purchased at prices which bear a fixed relationship to the prices provided for in the Federal Order in Philadelphia. The Wilmington Market is unique in the fact that Inter-State pays all of its member-producers delivering milk in that area and audits the books of its buyers. This arrangement has worked out very satisfactorily, I believe, and has developed a better understanding all the way round and has eliminated, rather than increased, friction between us and our dealers.

In addition to this we have two markets in New Jersey. The largest of these is known as the South Jersey Secondary Market and here the same type of organization exists, with the Advisory Committee meeting each month.

I heard a particularly fine compliment paid this South Jersey Market by one of the agricultural leaders of New Jersey, whom I encountered this last year in Chicago. He made the flat footed statement that the South Jersey Marketing Committee was the soundest thinking group of farmers in New Jersey. That statement covers a lot of territory but it was said by a man not given to exaggeration and it made me very proud.

Both the Wilmington and the South Jersey Markets are managed by Floyd Ealy.

Our fifth Secondary Market is in Trenton. The set up here is generally similar to that in the other markets, and Frederick Shangle, our director, acts as manager on a part time basis.

A Co-ordinated Program

While each of these is operated individually, the hook-up between them and the home office is very close. The general policies of Inter State are followed in each of these markets and Earl Warner or I try to be present at each Secondary Market Committee Meeting in order that the home office and the secondary markets may keep mutually informed with respect to one another's problems.

I cite the Centerville and the Secondary Market operations here today because these are two of the many routine jobs of Inter-State about which little is heard. They are but part of the continuous day-in and day-out jobs which take up a considerable portion of the time of our staff.

Our Assets

AND NOW a word about the work of the Field and Test Department and of the girls in the office. You probably recall that, the first year I came here, I made the statement in the REVIEW that there were three things I proposed to try very hard to do. One of these was to keep you informed. The next was to keep on a working basis with our buyers, and the third was to run Inter-State just like any other business should be run.

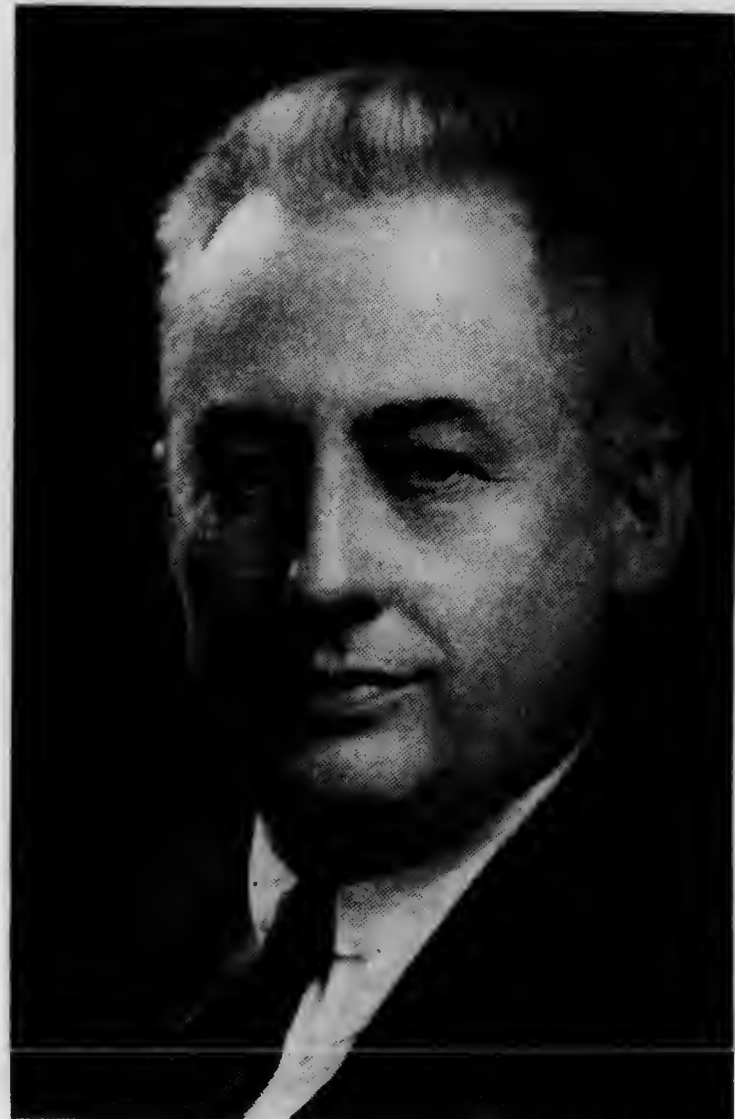
In this wartime period, with its unpredictable, but very certain aftermath of difficulties to be faced by milk producers, I am convinced that one of the strongest weapons which we as Inter-State possibly can have to meet the problems with which we will be faced, is a staff of men and women, well-trained, self-reliant, loyal and able to meet emergencies as they come up.

To this end we have tried, particularly this last year, to instill into each member of our staff, the principles and policies of Inter State and cooperative marketing, and to encourage responsibility and self confidence to meet any emergency which may arise in his or her field.

It always has been a theory of mine, that people did their best when they knew the most about their jobs and had the least number of specific orders about them. I don't mean that an office or a staff must not have discipline, supervision or authority

but each member of the staff must be in a position to handle a maximum of problems that come up with a minimum of specific orders with respect to each of these problems.

The practice of this theory has stood us in good stead these last few months after we lost one of our most valued men, Francis Willits, who left us in July to become assistant to one of the vice presidents of the Borden Company. Since his going, however, we have managed to get along and keep the work of the organization competently up-to-date, entirely through the fine



O. H. HOFFMAN, Jr., General Manager

cooperation of the balance of our staff and the assumption of additional responsibilities and duties on the part of every one of them. This additional assumption of responsibilities too, I want to emphasize, extends all the way from the oldest of our fieldmen down to the newest girl in the office. You should be very proud of the fine work each of them is doing.

From a financial point of view, the Cooperative has continued to grow. When one looks back at the \$1500 we had in the bank in 1938 and compares it with the more than \$300,000 we now have invested in Government bonds, certificates of deposit in insured banks or open checking accounts, it is tempting to allow ourselves the feeling that we are well along the road to cooperative wealth. As a matter of fact, only a lot of good fortune, as well as some little good management, has gone into the building of that reserve fund up to the \$311,277.37 figure which our auditors found it to be at the end of the last fiscal year.

Belongs to 6,000 Members

This figure of \$311,000.00 sounds like big money and it is until you take into consideration the fact that it represents the insurance fund not of one man nor of a dozen but of around 6,000. Then it does not loom so large. If I start out to New York with \$1,000 in my pocketbook I have a lot of money but, if I am responsible for getting one hundred men to New York and back on that figure, I am not in such a good position.

Inter State members sold approximately \$19,250,000 worth of milk last year. This amounts to an average of about \$1,600,000 per month, and when either of these figures is compared with our \$311,000.00 of reserves, the grandeur of the reserve fund shrinks mightily. As a matter of fact, if

we had to pay for the milk of all of our members, we would run out of cash by the end of five days, twenty-one hours and thirty-six minutes, if you are statistically minded. This is a facetious statement but I make it purposely to drive home the point that with all of our \$311,000.00, we are only able to pay for a little more than five days' milk of all of our producers.

Our Goal for Safety

A good goal of safety for a Cooperative to aim at in the size of its reserve fund is to have enough cash on hand to pay for one month's production of all of its members. It is a simple matter on this basis to calculate how much cash we should have in our reserve. But we must multiply our \$311,000.00 by more than 5 to get it.

While on this subject I want to emphasize another point to you as delegates. Your reserves are valuable to you in just such proportion as you keep them liquid. The reserves of a cooperative like Inter-State are accumulated for its protection in times of misfortune and in times of war. Both misfortune and war have a peculiar quality in common—that is, no one knows when nor where they will break out. For this reason, just as with a country's defenses, the protective value of your reserves is directly proportionate to the degree to which those reserves are liquid.

Let me illustrate this. As long as the Maryland and Virginia Milk Producers' Association in Washington has a million dollars in the bank, it is in position instantly to use up to a million dollars of cold, hard cash for the protection of its producers against any misfortune or attack on any single front. The minute, however, that Bruce Derrick, the manager of the Washington Co op, moves any of the liquid assets of his reserve over into the position of frozen assets, these assets become useless for any other than the fixed purpose for which he has set them aside.

There is an equally important psychological value in having one's reserves in a liquid state. They create the same respect for a cooperative which a mobile, well-organized Army and Navy create for a Nation.

The Responsibility Grows

I cannot emphasize these points too strongly because all of us will find ourselves tempted each year, as our reserves grow larger, to consider this or that attractive use to which they may be put.

While on the internal business of the Cooperative, I want publicly to express my appreciation of the fine work which Howard Jamison, in his capacity as Secretary-Treasurer and Editor of the REVIEW, has done in his field, and for the constructive and helpful job which Earl Warner, your Assistant Secretary-Treasurer, has done in his capacity as Statistician for the Cooperative. Both of them operate quietly and without ostentation, but two more diligent and loyal men I have never known and I feel I should publicly tell you here of their fine work.

I want to make it plain to this delegate body that we cannot expect to operate the Cooperative this year as cheaply as we did last year. The operating costs of the Cooperative are increasing just as are your costs and my costs increasing on the farm. This means that, even if our income for the year 1944 is as large as it was in the year 1943, which it well may not be if milk production per herd continues to decline, our net increase in reserves will not be as great as it was this year.

We shall continue to operate the Cooperative at as low a cost as is practicable, and do it efficiently and well, but I do want the record to show that our costs are bound to increase materially.

The Big Job of The Year

THE BIG JOB of the year, of course, has been Inter State's effort to secure an equitable return for its producers. This job has been infinitely more difficult because of the war time controls, which I discussed at the time of our last Annual Meeting. The year has been a momentous one in this respect!

You men recall that the first of these controls which seriously handicapped us was the OPA Order of last February which froze Class I producer milk prices to the January levels. This order and the subsequent "Hold the Line Order" of the President have prevented the orderly operation of the Federal Marketing Agreement Act under which our Federal Order here operates and have stymied, as well, the efforts of the Pennsylvania Milk Control Commission and of the New Jersey Milk Control Board to secure adequate returns for intra state producers in the Commonwealth and in New Jersey.

Last year, at the Annual Meeting, I expressed great concern over the probable effects of these controls, which were just then appearing on the horizon, and was pessimistic as to their effect on milk production. My conviction now is that I was not half pessimistic enough about them.

It was only with incredible work that we finally managed to secure the 35 cent Class I increase which became effective on April 12th and this increase, you remember, was not paid to us directly but was the beginning, as far as we were concerned, of subsidy.

How We Got the Increase

I believe enough water has gone over the dam now that I can tell you a few things about that price increase. Probably no institution conceived by man has come in for such wholesale, enthusiastic and generally forthright damning as has the OPA. And farm people and milk producers have done their part in this. In fairness to the OPA, however, it must be said that the Office of Price Administration, according to the best information I was able to get, finally joined the War Food Administration in recommending to the Director of Economic Stabilization that our price last spring be raised on the street and to the producers. Had that recommendation been effectuated, we would have had no subsidy on April 12th.

Also there appears no question but that the recommendations of these two agencies, made in accordance with the law and the regulations, were not accepted, nor put into effect and that, instead, we did receive the subsidy. This increase came only after an extraordinary amount of hard work on the part of the cooperatives which operate in the territory extending from Philadelphia to Washington, and up to the final announcement, we thought the increase was coming out the regular way.

Subsidy of Dubious Benefit

You and I are enjoying the dubious benefits of a 40- or 50-cent subsidy, depending upon the state in which we live. This subsidy, like the one paid us through our dealers, is one we did not ask for, as such, but the increase unquestionably has come about as the result of the hard work of Inter-State and our sister cooperatives.

As spring turned to summer, the Administration's policy, as you know, became more adamant in the matter of the raising of producer prices. California, Connecticut, New Jersey and Florida, state after state, faced with production costs in excess of producer returns, attempted in one fashion or another, to overcome the hurdle of frozen prices and each met with dismal failure. And producers, economists and state control officials vied with one another for new epithets to apply to the men and

agencies responsible for this policy and none of the names were complimentary, but nothing happened.

Meantime, the subsidy fight went on in Congress, right up to the moment of its adjournment, when, by a fluke, the President's veto was not overridden and the Congress went home leaving us with the first mantle of subsidy spread upon us.

As the picture grew more gloomy, the National Cooperative Milk Producers' Federation, of which Inter-State is a unit member and of which our President, Mr. Welty, is a director as well as a member of the Executive Committee, called an emergency meeting in Chicago. The purpose of this meeting was to determine the seriousness of the production situation; to prepare recommendations with respect thereto, and to appoint a committee to present these recommendations to the War Food Administrator. Such a committee was selected and the position of the Federation was laid out in detail before the War Food Administrator.

Jones' Hands Tied

I believe that Mr. Marvin Jones is an honest and sincere man. I believe he understands agriculture and that he is not unsympathetic to milk producers. I am also convinced that his hands are tied as tightly as are the hands of the Department of Agriculture. He certainly was unable to make any commitments to us when the committee called upon him.

Finally, in desperation, the Federation again called an emergency meeting, but this time in Washington, the first convened in the Capitol in the history of the organization. This session took place on the 28th, 29th and 30th of September and while, to the best of my knowledge, no credit was given the Federation, I am convinced that milk producers in the United States, whether they like the new subsidy or not, have the Federation to thank for it. Certainly it was an extraordinary coincidence that this subsidy should have been announced on the Saturday night before we arrived in Washington with our principal business that of laying our difficulties before the Congress.

A Third Layer of Subsidy

This last payment which is being made through the County AAA Committees is the third layer of subsidy payments under which some of our member-producers are operating. A large percentage of our membership is receiving directly through the dealers a subsidy which began on April 12th. A number in the drought area are receiving price roll-backs, which are subsidies, in the corn and hay being furnished them by the Commodity Credit Corporation through the Southern States Cooperative. Finally, all of our members are now receiving this new 40- or 50-cent subsidy.

I do not propose here today to discuss the evils nor the merits, if any, of subsidy. It seems to me that the subject has been pretty completely exhausted. Certainly no blight upon agriculture has occasioned half the profanity! Quite apart from the obvious economic aspect of the business, I am convinced that this last subsidy particularly is having practically no incentive effect whatever upon production. I am likewise convinced that if the Congress stops the payment of subsidies, the farm leadership of the country really will be put on the spot and that then we will have a battle royal on our hands to secure the direct returns necessary for our people.

I find our present, ineffective national agricultural policy an extremely difficult thing to talk about, and I am certain many another man, in a similar position, finds he constantly must be on his guard lest he allow his rancor to run away with him and

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do harm to our national production effort. Indeed it seems to me that about the biggest job organized agriculture has on its hands at the present time, is that of conducting its fight for a sound agricultural policy in a fashion which will not jeopardize the war effort. The temptation to go off at a loose end in these times is great and I am certain that more than one farm leader is having trouble with himself to keep his thinking straight and his tongue under reasonable control in this business.

I had a milk dealer jokingly tell me that we, of Inter-State, were "straddling" in the October REVIEW in which, on the first page, Jamison quoted the Federation's negative position on subsidy while I, in my Box, urged farmers to collect the new subsidy and spend it in the most effective way possible for feed with which to increase their production. To us this seemed a most logical position to take. Through our organizations we oppose, in an orderly fashion, the practice of subsidy with every strength we have, but while subsidy is the will of the Government in wartime, we propose to use it to its most effective advantage.

Agriculture At Cross-Roads

THIS BATTLE for a sound, clean-cut and reasonable policy for agriculture is a long way from being won. Only one thing will win it. That is the uncompromising, unselfish and united work of the national farm organizations, loyally and completely supported by their respective units in the field.

Agriculture, obviously, is at the cross-roads and the course we follow during the next few years is going to determine, for a long time, whether our farm people are to continue to be forthright, self-respecting citizens, able to hold their heads as high as any other group in the country, or whether they are to be reduced to a servile type of peasantry, whose one job in life will be to feed, in menial fashion, the more favored ones of the land.

We have a tremendous job to do in this respect during the war—and an even more tremendous one to do after the war is over. And I repeat, the only way to do it is through a still greater unity of the various organizations which represent our agricultural people.

Interstate Farmers Council is a regional organization which is devoting more of its time to working for unity among farm organizations than to any other single purpose. Your Inter-State is a charter member of this organization and is responsible, to a great degree, for this constructive philosophy of the Council. I hope we never lose this positive philosophy and I am convinced that there is work of this sort to be done in this very area for a long time to come.

Unity Needed More Than Ever

Now is no time for local or regional or national disunity among farmers. Now is the time when every Grange, every Farm Bureau, every milk producers' cooperative and every other farmers' organization must stand solidly side by side and insist that its national leadership do likewise. Now is no time for prima donnas in agricultural leadership nor in agricultural organizations either, for that matter. I have often said that the greatest strength of our farmers is, by the same token, their greatest weakness. I refer to their great independence. Farmers, living as they do on their separate plots of ground, are the most independent of people and it is the most natural thing in the world for a man, who has passed his life in this fashion, to find it extremely difficult to give up any large measure of his individ-

ual independence, even for his personal gain. However, I am convinced that we farmers are going to have to make this sacrifice more than once, in the next decade, if we are to hold our proper place in the national society.

Thinking About Tomorrow

THESE are days when all of us are thinking about tomorrow and I have no doubt but that it would take an expert statistician a month of Sundays to calculate the number of post-war planning committees which are industriously working throughout the earth. Someone said not long ago that we had better be sure we had won the war before we began, too extensively, to plan the peace. There is great sense to this observation, inasmuch as the best of prophets can hazard only a guess as to the details of the outlook which will face us when the war is over. However, there are some things about which all of us should be thinking now.

Last summer I made the statement that if I were called upon for a quick post-war plan for Inter-State, it would be about like this: first, it would call for a loyal and a well-informed membership; next, a strong, united directorate; third, a trained and self-reliant staff; fourth, an adequate reserve. I put the reserve last in spite of its great importance, because money of itself is only a means to an end. The best cash reserve in the world is useless without adequate human reserves as well. Given these tools we could, with confidence, meet whatever difficulties might face us when the war is over. Think that one through and see if it is not sound.

No man is sufficiently the prophet to say definitely that powdered milk will be a serious menace to our fluid milk trade in the post-war period or even, probable as it may be, that our consumers will be so taxed that they will be obliged to forego the delightful palatability and flavor of fresh milk and take what they can get on a pure basis of price.

Do Not Prophesy the Future

No man can prophesy with certainty that milk will continue to be distributed in quart containers or from wagons. It may switch entirely to paper, even possibly to tins, and we may live to see it sold entirely from depots. It is possible that the quart container may pass completely out of existence with our post-war methods of improved home refrigeration. But, with a national debt of over three hundred billion dollars which many anticipate, every one of us may be so taxed that the man who now enjoys refrigeration as a matter of course may then be lucky to own even the crudest type of home cooler. Who knows?

It is entirely possible that equally radical changes may take place in the production of milk. California, right now, for instance, literally manufactures its fluid milk in huge factories to which the raw products are brought in the form of feed and hay and where herds of up to 2,000 cows are not unusual.

What I am trying to say is that any of these things may happen, but no man is wise enough to say exactly which ones will take place. The man who has an open mind, some cash in his pocket, and the will to adapt himself to any situation is the man who will get ahead when the war is over.

What is true of an individual is equally true of a cooperative and I cite these imperatives to prove my point that the very best protection we can have for the uncharted future is, as I said above, a loyal and well-informed membership; a strong and united directorate; a trained and self-reliant staff and an adequate reserve.

Equality for Agriculture

SWITCHING from the local to the national post-war outlook, it appears to me that the agricultural leadership of this country is going to have to gird its loins for a long fight and prepare to carve out for our farm people an entirely new position after the war.

I was amazed at some statistics which recently came to my attention and which are to be found in the records of the Census of 1940. Do you know that in 1940, 34 percent of our farmers were over 55 years of age as against only 24 percent in 1910? And that in 1940, 14 percent of our farmers were over 65, while in 1910 less than 9 percent were over 65? Our farmers are getting old!

Do you know that, while our total population in 1910 was 92,000,000 as against 131,000,000 in 1940, our farm population in this 30 years fell off from 32,000,000 to 30,000,000?

Some Disturbing Comparisons

Do you know, that although the number of automobiles on farms has increased, so that in 1940 there was an automobile for every 7 persons, there being one in 1920 for every 15 persons, the average farmer in 1940 was driving an automobile that was a 1933 model? In other words, the average farm automobile in 1940, in this country, was seven years old. As a matter of fact, 30 percent of the farmers reported automobiles which were more than ten years old.

I stated a moment ago that in 1940 there was one car for every 7 farm people. Farmers in their isolated locations, obviously, need cars more than any other class of people, but, during this same year, there was one automobile for every 4½ people who lived in cities and towns.

And do you know that only 30 percent of the farms in the United States in 1940, had electricity and that 81 percent of our farms were on roads that were not hard-surfaced and that nearly 50 percent of the farms in this country were still on plain dirt roads? And anyone who has lived on a dirt road when the frost was coming out of the ground in the spring, knows just what this means.

These facts disturb me greatly but they also explain to me the present logic of subsidy. Subsidy to farmers, obviously, is a payment calculated to bring our agricultural returns up to a par with the returns which industry is receiving. The payment of subsidy by the Government likewise is a flat admission that the ordinary returns received by agriculture are not comparable to those received by industry and industrial workers. The adoption of the device also proves that the man for whom we have grown our food has, in the past, paid less for this food than its proportionate value; and all of this proves that the farmer has the little end of the stick.

One obviously reaches the conclusion from all of this, that unless we succeed in getting the economic status of agriculture radically and permanently changed, we are going to find ourselves, who used to be a virile, prosperous segment of this country, dying off as surely as did the buffalo and the carrier pigeon die off in our earlier days.

Must Find a Common Ground

All of this concerns me and leads me to some conclusions. First, the leadership of agriculture in this country through new unity, vigor and progressiveness, must, as the war continues and after the war ends, find some means of meeting on some common ground with the consumer, with labor and with industry, and must in some fashion show these groups what inevitably will happen to their bread baskets and to the

national economy and to the nation itself if this economic starvation of agriculture is allowed to continue.

Next, if we are to revive our dying agriculture, I believe we will be obliged, somehow, to secure for agricultural labor, whether owner labor or hired labor, full economic equality with the labor of industry.

We even may have to do a little work upon ourselves in this respect. You know we ourselves have insisted on having agricultural labor exempted from the wage and hour law, from the benefits of social security and from other of the advantages enjoyed by industrial labor. Working for these exemptions was a natural thing to do and was the logical result of the relatively low returns received for agricultural products rather than of any avariciousness on the part of agricultural employers.

Situation Not of Our Choice

The average farmer never has been used to high cash returns himself and he always has been used to long hours. It seems to him almost a sinful practice for one not to work the whole day through and his own lack of cash has kept him in the position where, for the most part, he has been unable to comprehend how anyone was able to pay high wages for labor. During depression times the scarcity of jobs kept him supplied with labor of a sort, but both the quality and the quantity of this labor has declined in direct proportion to the increase in the advantages attained by industrial workers.

But when the war hit us, this surplus of labor disappeared overnight and the disparity between agricultural and industrial returns really put the farmer in the hole.

There is much talk going on now in the country, as to what we shall do with the men returning from the wars. Earl Warner, our statistician, testified at the last Federal hearing in Philadelphia, that the average farmer in this territory, this summer, was working 12.3 hours per day. That figure probably was an average for the country. An 8-hour day on the farms of the country would absorb more returning men than any industrial project that I can think of, and given equitable wages, thousands of good men would take agricultural employment.

Accustomed to Sweat-Shop Prices

To put agricultural labor on an equality with industrial labor will be a tremendous job and many holes can be shot into such a program. Our country has become quite as accustomed to this inferior economic status of the farmer, as a century ago it was accustomed to the inferior status of the slave. The American consumer will not easily understand why he should not continue to have his food produced at sweat-shop rates.

It will be probably just as difficult to accustom the farmer to any such plan as it will the consumer. The farmer has been long accustomed to growing all he could and gambling to get enough out of it to make ends meet. One cannot grow endless surpluses of food and dispose of them all at top prices but, whether we like it or not, once the law of supply and demand with respect to labor is short-circuited on the industrial side, as has been accomplished, only a similar short-circuiting of the law of supply and demand on the agricultural side will keep the two in balance.

We, in agriculture, may be obliged to effect many economies before we reach this balance. As a matter of fact, you know as well as I that a large proportion of the increased wages paid to industrial labor has come about as the result of mass production and economies effected in manufacturing. These will be far more difficult to accomplish in agriculture than

(Please turn to Page 24)

Goss Outlines Seven Points

For National Program to Help Agriculture

THE HISTORY of price regulations during World War II, the effects of various efforts in this direction on production and inflation and a thorough discussion of price subsidies were covered in a forceful, convincing manner by **Albert S. Goss**, Master of the National Grange, who was the featured speaker at the Inter-State banquet on Monday evening, November 29. He related the history of price regulation, how it started and the work of the major farm organizations in trying to get this program on a rational, common sense basis.

Typical of the early mistakes in price regulation was the price ceiling on lard. The lard ceiling, he stated, resulted in sending thousands of brood sows to the butcher, when Secretary Wickard was trying to increase hog production. Finally, we replaced the destructive ceiling with a floor under hog prices and we got plenty of pigs.

What This Ceiling Did

Another typical example of the early mistakes was that of the price ceiling on berries set in the early spring on the basis of the previous year's records, without any regard for changed costs or conditions. With labor, containers, and other expenses sharply higher a big part of the early berry crop was a total waste because the growers could not afford even to pick the berries.

Sharp issue was taken with those people who insist that drastic price control is necessary to prevent inflation. He outlined two major reasons for inflation. One, he said, is the lack of confidence in the Government's ability to pay off its debt in the same kind of dollars with which it was contracted. This condition eventually leads to printing bales of paper money, merely adding to the amount of money and reducing its value by lowering its purchasing power. This is the kind of inflation experienced in Germany in the early 1920's and is being experienced in China today.

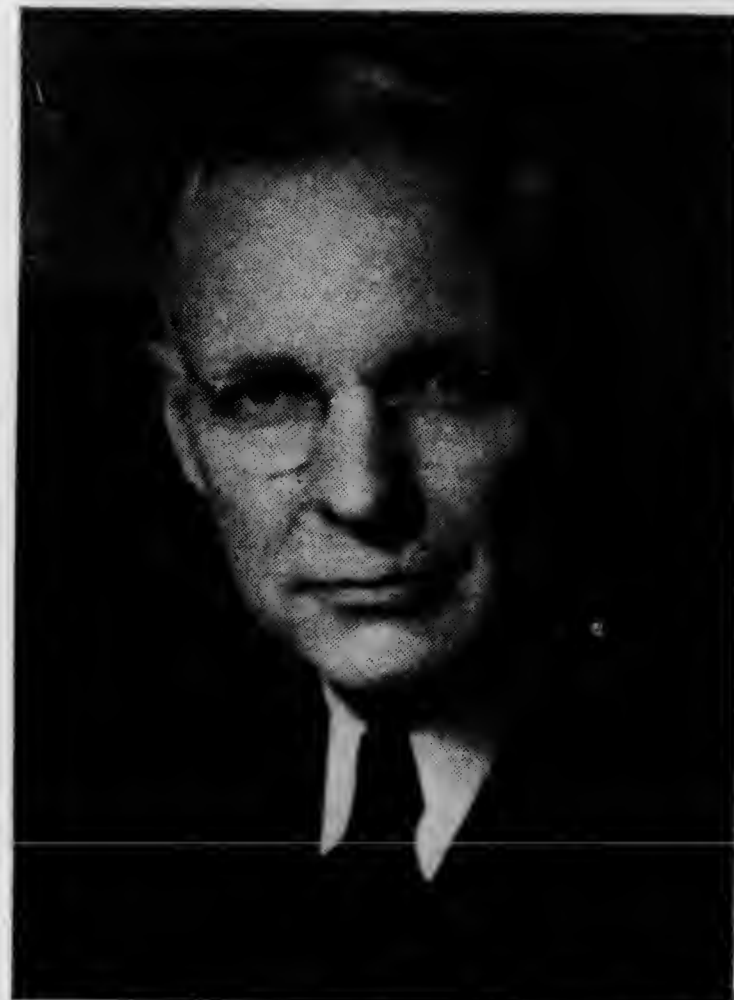
The second cause of inflation, Mr. Goss said, results from unabsorbed spending power, that is, a lot of money to spend and the lack of goods and services for which to spend it. This, he asserted, is the chief source of danger of inflation in this country as of today. He said, however, that there is definite danger in this direction, that there is 2 billion dollars in unspendable earning power being piled up each month. He pointed out that if some means were used to absorb this spending power, whether by taxation, enforced savings or supplying of goods and services in adequate quantities, or a combination of these three factors, that source of inflation danger would be eliminated.

History Indicates Failure

For over three thousand years history shows frequent attempts to control prices by the establishment of price ceilings, in order to prevent inflation, and history reveals that not in one single instance did success come through such a method over an extended period.

The futility of this method of inflation control was illustrated with the statement that "when costs bump into ceilings, production stops." This danger of unreasonable ceilings was further amplified by stating that goods are diverted into black markets under such circumstances, which only the rich can afford to patronize.

Another, and a more practical, school of thought on the prevention of inflation proposes that supply and demand be brought



ALBERT S. GOSS

into balance. Since production slows down or stops when ceilings are reached, the control of ceilings must be carefully and wisely administered in order not to jeopardize the supply. For example, an inflexible price for a product based on average costs will reduce or stop entirely the production of that product by all high cost enterprises, thus showing the futility of using averages for the establishment of ceilings if, as is now the case, maximum production is desired.

Where Rationing Will Help

Mr. Goss pointed out that inflation never existed where there was ample supply. "If we can not build up the supply to meet the demand," he said, "the next step should be to regulate the demand to fit the supply." This requires that the sale be regulated of those things for which the demand can not be met completely. In other words, rationing is needed on such items and this rationing must be on basis that all who present points or coupons for the products can have their points honored. It is logical, he stated, that this will require a slight surplus to be on hand at all times and this surplus over the demand permitted by the points will be an effective price regulator.

Mr. Goss recommended that the surplus spending power be decreased by means of a wise tax and savings program. This will absorb much of the surplus money which at present, constitutes our greatest danger of inflation, and he outlined the Grange plan of reaching what he terms the "dangerous dollars."

Subsidies were criticized by Mr. Goss on several different grounds. First, he said, we have to borrow money in order to pay the subsidies, thus increasing the purchasing power of those benefitted by the subsidies,

even though there are no goods or services on which to spend the money thus saved, nor a tax or savings policy to absorb it. Second, subsidies are definitely inflationary, as they reverse the usual results obtained when the law of supply and demand is permitted to operate in a normal manner—they increase the demand and reduce the supply at the same time. Third, the use of subsidies is, in fact, passing on our board bill to the soldiers now at war and to future generations.

Another serious danger of subsidies is that when the war is over and our foreign enemies are under control, there will rightly be a nation-wide demand for the balancing of the budget and, logically, subsidies will be one of the first things to be eliminated. This will likely bring chaos into the economy of the country as an increase in prices to replace the subsidies will then be bitterly opposed, and perhaps may be impossible, and the resulting drastic reduction of prices to producers will bring ruin to many of them.

Our Ideals in Danger

Agriculture, in its battle against subsidies, declared Mr. Goss, is heading the fight for the kind of America for which we stand and for which our forefathers fought. He stated that the OPA was refusing to comply with the law, but that today a citizen can not go to court on any complaint against it because local jurisdiction is denied. This, he insists, has cut off in one blow both the legislative and judicial branches of our tripartite system of government, whereby the legislative, administrative and judicial branches are supposed to balance each other.

In closing his talk, Mr. Goss outlined seven points designed to strengthen our national domestic economy, as follows:

1. Establish a sound income tax and savings program.
2. Encourage abundant production through a sound agricultural labor policy, the providing of adequate machine equipment and the establishment of support prices which will encourage production and give farmers a chance to produce.
3. The employment of rationing when necessary to distribute fairly those products the production of which can not meet the demand.
4. The establishment of price ceilings only to prevent profiteering.
5. The placing of the administration of all food problems under one responsible head.
6. The establishment of an advisory committee on agricultural matters, consisting of sound, informed and capable men in the agricultural field.
7. Where necessary to meet real distress among consumers, establish a use stamp plan which will enable them to supplement their limited incomes with direct help.

"A Good Letting Alone"

He stated further that Congress is not living up to its obligations on tax matters. Also, that neither this country nor any other country can fight a successful war and expect to raise its standard of living while doing so, which is apparently the intention and ambition of some persons. Finally, he said the best thing that can be done for agriculture is to "give the farmer a good letting alone."

Self-confidence is the first requisite to great undertakings.

Resolutions Get Delegates' OK

Seventeen Given Approval at Meeting

ALL RESOLUTIONS approved by the delegate body at the eighth annual meeting of Inter-State Milk Producers' Cooperative, November 29-30, 1943, are produced in full herewith. Following each resolution is the name of the sponsor.

Vaccination of Dairy Herds for Bang's Disease

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative urge the United States Department of Agriculture and the State Departments of Agriculture in the Philadelphia milk shed to liberalize the rules governing vaccination of dairy herds for Bang's Disease.

Presented by Locals of District 8

Favor Return to Standard Time

The change from Standard Time to the so-called War Time whereby clocks have been set ahead one hour is an injustice and a handicap to people engaged in agriculture, therefore

BE IT RESOLVED that the Congress of the United States be petitioned to enact legislation re-establishing Standard Time.

Presented by I. J. Kirkpatrick

Delivery of Milk Checks in Sealed Envelopes

WHEREAS the milk checks issued by the buyers of members' milk are in many cases presented in unsealed envelopes and, in some cases, without being in an envelope, and

WHEREAS money received, weights and tests are private business, and

WHEREAS these statements and checks are handled by truck drivers not under the employment of the farmer or distributor,

BE IT RESOLVED that this procedure of handling checks and statements be discontinued and that all checks and statements be mailed to the farmer in sealed envelopes.

Presented by District 15

To Further the Study of Causes and Remedies of Mastitis

WHEREAS mastitis has become a serious problem in our dairy herds, causing lower milk production, as well as a lower quality of milk, therefore

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative, Inc., urge the United States Department of Agriculture and the State Departments of Agriculture and other interested state agencies in the Philadelphia milk shed to further the work and study on the causes and remedies of mastitis, continuing in the same direction as bacteriologists are working at the several state colleges.

Presented by Locals of District 8

Extending Appreciation for Services of O. H. Hoffman, Jr.

WHEREAS we feel that Mr. O. H. Hoffman, Jr. has rendered able and efficient service as General Manager of Inter-State Milk Producers' Cooperative, therefore

BE IT RESOLVED that the delegates extend him their appreciation for such service and hereby give him a vote of confidence for the future.

Presented by District 11

To Permit Representatives Designated by Stockholders to Vote and Hold Office

BE IT RESOLVED that it is recommended to the Board of Directors that Article III, Section II, of the By-laws be amended so as to permit the husband, wife, son, daughter, grandson or granddaughter of a commission paying stockholder, if actually engaged in assisting in the operation of the stockholder's milk business, with the written consent of such stockholder, to act as delegate in place of such stockholder.

BE IT FURTHER RESOLVED that Article IV, Section 6, be similarly amended so as to permit such persons to vote in place of the stockholder; that Article IX, Section 4, be similarly amended to permit such persons to serve as officers of Locals; and that Article X, Section 4, be similarly amended so as to permit such persons to serve as officers of Districts.

Presented by Delegates of District 17

To Have Inter-State Milk Producers' Review Donate Space for Members' Advertisements

WHEREAS the Inter-State Milk Producers' Cooperative, Inc. is publishing and sending to its members the *Inter-State Milk Producers' Review* to keep them informed as to the activities of the organization, trends of the market, and other topics of interest, we believe that this paper could render additional service to its members if it donated one page of the paper to them for the purpose of inserting advertisements stating what they wanted to buy or sell.

BE IT RESOLVED that the delegates herein assembled at the annual meeting of the Inter-State Milk Producers' Cooperative, Inc. authorize its Manager and Editor to make a study of such a program, and, if found advisable, present same to the Board of Directors and upon their approval donate such a page to its members under certain rules and regulations governing same.

Presented by the Delegates of District 1

Opposing Milk Subsidies

WHEREAS we believe it is unjust and immoral for any government, by edict or otherwise, to require any group or groups of its citizens to produce the necessities of life for a price less than the reasonable cost thereof, in order to benefit the remainder of its citizens,

AND WHEREAS subsidies to compensate for such loss incurred by the producer, places the producer in the erroneous and unenviable position of being a ward and beneficiary of the government,

AND WHEREAS the real beneficiary is the consumer of such necessities of life, and not the producer,

AND WHEREAS the present inflation had its inception in the unnecessary, unwarranted and enforced raise in the national wage scale, without regard to production, with its attendant increase in the cost of living, and not in the price of foods as we are currently told,

AND WHEREAS no "Roll Back" of food prices can be sufficient to have any effect whatsoever upon the present or threatened inflation, therefore

BE IT RESOLVED that we oppose any and all subsidies to the producers of milk, in lieu of fair prices for milk produced.

BE IT FURTHER RESOLVED that we accept such subsidies, only because of having them forced upon us, against our desires.

Presented by Waynesboro Local of District 25

Propose That Co-op Principles Be Taught in Schools and Colleges

BE IT RESOLVED that Inter-State Milk Producers' Cooperative go on record as recommending that the state universities, state colleges and state boards or departments of education begin at the earliest possible date regular courses to teach the principles of farm cooperatives, and that this resolution shall be sent to the proper authorities of Pennsylvania, Maryland, New Jersey and Delaware.

Presented by District 9

Appreciation for Action of House Agricultural Committee on Oleomargarine Bill

WHEREAS page 12 of the Inter-State Milk Producers' Review of November, 1943, states, quote "A bitter all-out fight has been started by the oleomargarine industry to get away from all regulations and control regarding the manner of making, packaging, coloring and adding preservatives to their product. This, in short, is what would be accomplished if the Fulmer Bill, HR 2400, should be enacted into law by the National Congress."

"The fight on this bill is a fight for the very life of the butter industry and the welfare of the dairy industry. Dairy people are just now waking up to the full meaning of this fight and must mobilize their strength in order to prevent a knock-out blow being delivered to the industry," end quote, and

WHEREAS this bill has been shelved by the House Agricultural Committee, therefore

BE IT RESOLVED that the delegate body of the Inter-State Milk Producers' Cooperative assembled in the city of Philadelphia the 29th and 30th of November, 1943, express its appreciation to the House Agriculture Committee for opposing the bill by a vote of 14 to 11, and

WHEREAS J. Roland Kinzer, representing the 10th Pennsylvania District, comprising Lancaster and Chester Counties, is the only committee member representing Inter-State territory,

BE IT FURTHER RESOLVED that this communication be sent to him, asking him to convey our thanks and appreciation to the members of this committee who labored with him in his effort to defeat this bill which would have been detrimental to all milk producers and to the consumers, and

BE IT FURTHER RESOLVED that each delegate encourage the members back home to read the entire article in the Review and watch any further legislation that may develop to break down any laws regulating the distribution of oleomargarine.

Presented by District 8

A Resolution of Thanks to The Honorable J. Roland Kinzer, Congressman, 10th Penna. Dist.

WHEREAS, members of Inter-State Milk Producers' Cooperative have a real friend in J. Roland Kinzer, representative in Congress from the Tenth Pennsylvania District, and

WHEREAS Mr. Kinzer's work on the House Agricultural Committee has been sound and constructive and has been a real help in obtaining wise agricultural legislation; therefore

BE IT RESOLVED that we, the delegates attending the annual delegate meeting

(Please turn to page 21)

Here's What Is Done In Office

Six Staff Members Describe Their Work

PERHAPS the most popular feature of the 1943 annual meeting of Inter-State was the report by six members of the office staff on the work done by them and in their respective departments. These reports, as presented at the meeting, are carried herewith in full.

Some Secretarial and Editorial Work Behind the Scenes

By CLARA GALLAGHER

AS SECRETARY to Mr. Jamison, one of my first duties is work on the Review. I help select the material to be carried, compile some of the price tables and the percentages; write some of the shorter, non-technical items, the personal glimpses column and legends for pictures, which are the explanations that appear under the pictures, telling what they are and who sent them. The rest of the material is dictated to me by Mr. Jamison.

I type all of the material for the Review and have to retype some of it because additional information has been received or improvements have been made in editing. This typewritten material is sent to the printer who sets it in type and returns to us what we call galley proofs. Each paragraph on one set of these proofs is numbered, to be used in page makeup, since a page may be made up of articles from two, three, or even more different galleys and these numbers tell the printer where to find each item.

Details, Small But Important

With the aid of another girl, I check the galley proofs for errors, such as incorrect spelling, improper division of words and incorrect punctuation. You know, the omission of punctuation can make a great deal of difference in the meaning of a sentence. For instance, we might write, "That cow," said Mr. Crothers, "eats too much hay." But, leave out punctuation and you have "That cow said Mr. Crothers eats too much hay," and that would be bad. The changes are marked in the margins of the galleys and they are returned to the printer who makes the corrections, ready for final page makeup.

The day the Review is put to press, Mr. Jamison and I work at the printer's shop. There are always some last minute items and usually the prices on page 7 have to be set in print at the last minute. Careful checking of such material requires two persons. Then, when the pages are made up I read a proof of each page, making a final check against errors. Even then, one or two, or maybe more, errors get into every issue and I hope you will be lenient when you find them because, after typing the material two or three times and reading it in galley form, then in page form, some of those mistakes seem to camouflage themselves so successfully that we don't find them until the whole issue is printed—and then, when it's too late to make a correction, they fairly shout at you.

Some of my other duties in connection with the Review are keeping the mailing list up to date, changing addresses, adding new members, taking out-of-business members off the list and making circulation statements and government and post office

reports. I also handle advertising orders, keeping a record of the cuts and the advertising copy—seeing that they go to the printer and that proofs are sent to the advertiser before the advertisement is run in the paper. I send the advertising bills and, when cash subscriptions expire, write the subscriber notifying him. So much for the Review.

The job which takes most of my time and is hardest to describe is the writing of hundreds of letters for Mr. Jamison for the various departments. In order to write intelligent letters, it is necessary to have all the essential information at hand. This requires looking up past correspondence and checking with the various departments for data pertaining to the case. Then too, it is necessary to make extra copies of most letters for the fieldmen and various departments in the office.

I order all the supplies for the office except printed material—about fifty items in all, such as pencils, papers, blotters, clips, rubber bands, mimeograph stencils, mimeograph ink, etc. This means keeping a constant check on the store room to see that we don't run out of anything. This is becoming more difficult every day because materials are so scarce. You know how hard it is to get feed, fertilizer and a good many things needed in the operation of a farm—buying supplies for an office is very much the same.

To put the cart before the horse somewhat—my first job every morning is opening all the mail and distributing it to the proper persons.

At this time of year I have charge of the banquet tickets and reservations and it will help me greatly if you will get your banquet ticket as soon as possible, if you do not already have it, and avoid a last minute rush.

Field Work That is Done in the Office

By DOROTHY DELEVIE

I REALLY work for your fieldmen, and Mr. Hoffman—doing the clerical work of the Field and Test Department. I keep a record of all the activities of each fieldman, through the daily reports he sends to the office; his farm calls and the reasons for them; the various tests he makes for you members, the meetings he attends and his phone calls—that is, the business calls—so that each week we have an exact record of the services performed by each man. It is from this record that I make up the report of the department's work for the Review each month and also the report of our year's work.

I am also responsible for referring the daily reports of the fieldmen to the various departments in the office, who are interested in the information they contain.

In addition, I make up special forms listing members which we call "test sheets" that our men use in check-testing your milk. I address the cards on the addressograph machine, which are used in sending the test reports to you. Whenever these test sheets are sent out, a complete list of shippers is sent too, so that the fieldman can check the dealer's list and see that our records of shippers are kept up-to-date.

Usually on Monday, each fieldman sends in a working schedule for the week. This enables us to locate him at almost any hour of the day in case some emergency arises in any part of his territory. For instance,

one time a member in New Jersey had his milk rejected and he wanted Mr. Ealy to come over right away. I knew that Mr. Ealy was testing in a Wilmington plant that day and phoned him there and as soon as he was finished testing he went right over to New Jersey.

Many of you have had our fieldmen make individual butter-fat tests on all the cows of your herd. When those reports come in here, it is up to me to figure out the weighted average test for you and get the reports out to you as soon as possible.

Send Meeting Notices, Too

Another responsibility I have, is the sending out of all types of meeting notices, and you can imagine what a big job this is when just prior to the Annual Meeting, every one of our six thousand, six hundred members is notified of his local meeting. Then again, around February and March when the dinner meetings of the various districts are held, I prepare the notices and address thousands of envelopes and cards which are sent you—these notices include the time, place, program, and most likely if it will be turkey or roast beef you will get at the dinner. This frequently includes preparing two or three hundred or more dinner tickets for each meeting.

I don't want to give the impression that I do all of this work by myself—there just wouldn't be time for it, especially in the rush season—I want to give special credit to Helen Smith for the splendid help she has given me in handling a large part of the meeting notice work.

Since I am a licensed milk tester, if there is no fieldman in the laboratory, I occasionally run tests.

One of my most important duties each day, after I have gone over all the mail which has to do with the Field and Test work, is to separate the routine from the matters which need special attention. I take this mail up with Mr. Hoffman, under whom the department operates, and memo's to the fieldmen are prepared, letters are written to members who have complaints and any matters which need to be taken up with the buyers, or with the control agencies are then taken care of either by Mr. Hoffman or by me.

We cannot always get a case settled immediately of course, but through the combination of the fieldmen having a considerable amount of latitude to act out in the field and through this system in the office, we are able to get a great deal of business handled in short order. We do try to get some sort of reply back the same day about everything on which it is humanly possible to do so.

Members' Records, How They Are Kept

By LaVERNA FELL

TO THE man in the field the membership may appear to be all complete as soon as the producer signs a producer's marketing agreement in Inter-State. I want to tell you today about some of the other work that has to be done in the office before that name is officially on Inter-State records as a member.

When the marketing agreement comes in we check it to see that there is the one dollar membership fee that belongs with it. This may be paid in three ways—by cash or check—by assignment of Inter-State Milk

Producers' Association stock to the Cooperative, or by transferring the stock of a person who is already a member of Inter-State to the one who has just signed a new marketing agreement. If either of the latter two, there is certain work to do in closing out the old records which eventually would be done anyway.

The new marketing agreement is then checked very carefully as to patron number, post-office address, and the local to which he is to be assigned. It is our custom to check with the milk buyer to find out whether the dealer now has him as a patron and that the name agrees with the dealer's records as to spelling, initials, address, etc. If they do the marketing agreement is started through at once. If not, we must find the reason for the difference and try to reconcile our information with the information we get from the dealer to whom this producer sells. We do this in order that our membership records and the dealer's patron's record unquestionably belong to the same person. Sometimes it is necessary to have this producer notify his buyer to change his shipping records, such as to change "H. Brown" to Harry S. Brown," if that is really the correct name.

Records Are Set Up

When all this checking has been done and everything found OK, the producer is given a code number for our records such as J-4-132, which shows the district, the local and his number in that local. We then issue a stock certificate in his name and cut an address stencil, which includes the above code number. The spelling and address as it is cut on this stencil goes on his alphabetical membership card, on his Kardex or master file record, on the letter we send to him notifying him of the acceptance of his application for membership and on the envelope in which these materials are sent to him. The same stencil is used thereafter, whenever a list of members in his local is prepared, and on all letters that may be sent to him from membership records. We send him the duplicate copy of the marketing agreement, his stock certificate, a copy of the by-laws, a notice telling him the district and local to which he is assigned, and the leaflet "Facts About Inter-State." This goes out by first class mail, of course.

When our membership record work is completed the original copy of the marketing agreement goes to the production department, a stencil being made by them for their use which carries a code showing the dealer or receiving station and his patron number. The agreement then goes to the Review where a third stencil is cut and filed according to his post-office and from this stencil his Review address label is made each month.

During the course of this work there is one more important step, and that is entering in the contract register the new member's name, his address, the date of signing and of acceptance of his marketing agreement, and his certificate number. Should this membership be cancelled later on that record also is carried in this register showing the date and the circumstances of the cancellation. This register is divided by districts with separate sets of pages for each local.

As you well know, from time to time some of our members discontinue the dairy business and become inactive as members. At least twice a year we prepare lists of all such members who have been inactive more than 12 months. These lists, made up by districts, are sent to the respective Directors and Fieldmen who mark any that are likely to become active again. Letters are then sent to the remainder on the list, and unless they reply saying they will again become active, and wish to remain in the Cooperative, we go through with cancelling such memberships and redeeming their stock.

I also take care of the withdrawals which may be made in February under the terms

of the marketing agreement.

The process in handling cancellations is, in many respects, the reverse of handling new memberships. The name of such a member is taken off our membership list with the particulars noted on the membership cards. These records are kept in a manner that will show the membership history of these persons. This information must be sent on to the production department and to the Review for removal from these lists.

When new members and the cancellations for the month are all recorded I make up a membership summary showing the changes in each local. This is combined into district totals and a report prepared for the Directors and Fieldmen.

I want to mention, too, the problem of keeping up records and addresses of former members who may later be eligible for patronage refunds. That job falls to my department, and it is a difficult one. We also try to arrange with the executors of estates of deceased members for the designation of some heir to receive any patronage refunds which may later be paid on the account of the deceased member.

In all this description of the work I have made no mention of the great number of letters that must go to the Directors, Fieldmen and others. These letters frequently are necessary to see that each detail is correct.

Local and District Reports

There is another piece of work I want to discuss briefly, and that is the receiving and compiling of the reports from the local and district secretaries. We have had a splendid response from them this year, and as of last Saturday the reports from only ten were still missing. Preliminary reports from the fieldmen helped us complete our records on these cases. The highlights in this work include making records of the names of the Presidents, Vice-Presidents, Secretaries, Delegates and Alternate Delegates elected by each Local, and it is from these reports that the lists are prepared which are used in our roll-call. This list is used, too, in preparing meeting notices and for the many special letters that are sent during the year to delegates and local officers.

There is a tremendous amount of detail that must be accurately and carefully done, and since it would necessarily take a long time to discuss all of that work. I have mentioned the details in only one or two of my larger jobs, knowing that you can appreciate the similar care which is needed in all the work.

Before I close I would like to say that, especially, during the past few weeks, Mrs. Helen Smith's assistance has been a tremendous help in keeping these records and reports up-to-date.

The GM's Secretary, The Files and Phone

By KAY GANNON

I LOOK after all of Mr. Hoffman's secretarial work. This includes the writing of all of his own correspondence, except in connection with the Field and Test Department, which Mrs. Delevie handles and Centerville, which is taken care of by Miss Schultz, or one of her assistants. I arrange his schedule each day so that Mrs. Delevie and Miss Schultz may bring any problems which arise in their departments to his attention.

I also have the job of preparing for Mr. Hoffman, the letters which go out to the Directors and Fieldmen, and the Delegates' letter.

This Delegates' letter, is sent out whenever there is a matter of importance, of

which Mr. Hoffman thinks you should be informed. This past year there was a series of about twenty letters mailed to you. The Delegates' letter is sent to each delegate, each president and each secretary of the Locals; to the members of the various Secondary Market Committees and to the Directors and Fieldmen. It takes about 500 copies to cover this list. If Mr. Hoffman is of the opinion that the information would be of value to county agents and vocational agricultural teachers, this figure is raised to 700.

The names and addresses of these people are set up on addressograph plates, from which the envelopes are addressed. The letter, when it has had the final ok, is typed on a mimeograph stencil, which is run on the mimeograph machine. This machine is used when more than fifteen copies are needed, and we can run as many as 6,600 copies at a time, and even more, if necessary.

In an emergency, a letter or post card is sent to the entire membership, in which case, naturally, most of the girls in the office are called upon to help, but it is my responsibility to see that this letter or post card is properly sent out. It takes two girls the best part of a day and a half, using two addressograph machines constantly to address the 6,600 envelopes. In the meantime, after the stencil has been cut, another girl starts running it off on the mimeograph machine and a third girl immediately begins to put the letter through the folding machine. This machine folds the letter to fit the envelope. It is then inserted in the envelope and is ready for mailing. This insertion must be done by hand and it is one part of the work which takes the longest time.

It is also my duty to arrange for transportation to and from meetings and make hotel reservations for all of the men in the office, as well as for any committee or officer of the Cooperative, who may be attending a meeting at some distant point. This is quite a task at the present time due to the heavy traffic and limited hotel facilities.

Supervise Phone and Files

In order that Mr. Hoffman may always be on hand at the meetings and conferences, which he is requested to attend, it is my responsibility to make all engagements for him, of which there are many. It is my job to see that his brief case is packed with just such material from the files, as he will need at each of these meetings. I have to make it my business to know where each of the men in the office may be located at all times when he is away.

I am also held responsible for the smooth operation of the telephones and office filing, but the actual work of these departments is done by the two youngest members of our staff of girls, Miss Phelan and Miss Luczyn. This is an easy job, because I have two such helpful assistants.

Miss Phelan does the filing. This covers the correspondence, statistical material, credit reports, government material, test reports, District and Local meeting notices and reports, bulletins, pamphlets, advertising orders for the Review, and indeed, any written material which may be needed again.

One of the important features of our filing system is what we call the "Follow-up." In cases where more detailed information is required, or where the letter or material which is to be filed will be required a: a lat.r day, or where the material to be filed is of a nature which may be required every six months or annually, a date is marked upon it and a card is then prepared and filed in a separate compartment. At the beginning of each day, Miss Phelan goes to this compartment, looks up these cards, obtains from the files the material referred to on them and turns this material over to the person taking care of the matter.

This is the method we use to be sure we complete the business which comes into the office from time to time.

Filing is quite an important part in the make-up of a well-regulated office. Each piece of material or letter must be read, underscored, and if necessary, a cross-reference sheet is written up—since our system is the one known as "subject filing." By this, I mean, we file according to the subject of the letter. After this the material is sorted and filed alphabetically and is then ready to be placed in the filing cabinets. It takes only a split second to file a letter correctly and it can be secured in less than 10 seconds, if it is in its proper place, but it can mean anywhere from ten minutes to a week's time wasted—if the letter or material is misfiled.

Miss Phelan also has charge of outgoing mail, and it is her responsibility to see that every single letter that goes out of the office is in proper shape for mailing. We have a postage meter machine which stamps and seals the envelope, as well as cancels the postage at the same time. This cancellation system eliminates the necessity of the mail going through the cancellation department of the Post Office, and especially, in these times when mail is so very heavy, insures a quicker delivery.

Meeting Our Callers

Miss Luczyn is our receptionist and switchboard operator. It is her duty to meet everyone coming into the office, find out their business and see that they are turned over to the proper individual. We have a switchboard for both the Bell Telephone and the Keystone Telephone, and it is her job to handle all incoming and outgoing calls, both local and long distance. During an average day there are approximately twenty long distance telephone calls placed from the office and often the number of incoming calls is greater than the outgoing. This, of course, does not include the local calls,—that is, calls between our office and our buyers, the Market Administrator's office and the hundred-and-one other people with whom we have business to attend to by telephone, in the city.

Miss Luczyn also posts and sends to the members the test cards which are prepared by Mrs. Delevie. I think it should be mentioned here that there have been no errors come to our attention in the more than 40,000 tests which she has posted this year.

In order that there may be no hold up at any time in the work of the filing and telephone departments, Miss Luczyn and Miss Phelan each must be sufficiently acquainted with the other's work in order that she may take over.

In addition whenever an emergency develops, the three of us, as our time permits, help out the rest of the office.

The "Books" and Tax Collecting

By EDYTHE SHANAHAN

I SHALL describe for you as concisely as I can the work of the Accounting Department for which I am responsible, with the able assistance of Mrs. Kennedy.

It is our job to maintain the records and accounts of the Cooperative. All checks and payments to the Cooperative are handled by us. Each check must be recorded separately and when the bank statement is received at the end of the month each check must be checked against their statement to see that it is properly recorded.

Inter-State issues about 21,000 checks each year of which about 4500 are made out and written in our department. Our responsibility concerning these checks begins even before the checks are issued as each bill must be checked carefully and

given an okeh before the check is written and then entries in the records are made of it. Every one of the 21,000 checks must be accounted for by us from the day it is issued until the day it clears the bank, whether that be a day or a year later.

Sometimes I may use bookkeeping terms in talking to you and I hope I will leave you no more puzzled in doing this than I would be if you were to tell me about some of the modern scientific farming methods.

Each month a reconciliation must be made of the cash account, which includes the bank balance. As you can well understand a large number of the checks we issue during the month do not clear the bank until the following month and the total of these outstanding checks must be taken into consideration in determining our month-end balance. Practically all this work is involved with our bank where we carry our active checking account, but since we have deposits or saving accounts in twenty-six different insured banks we must also reconcile our records with our balance in each of these banks.

It is impossible, as you know, always to have all the money due us paid in at the end of the month. We must keep an accurate detailed record of these accounts which we list as accounts receivable. The same procedure applies to accounts payable at the end of each month.

Probably you are not aware of it, but Inter-State is a tax collection agency not only for the Federal Government but for several of our states, too. In fact practically every employer of labor in the country has become a tax collecting agency. Because of this and because pay-rolls are more or less familiar to all of you, I will cover that part of our work in detail. In doing so keep in mind please that this is only one part of our records and we must be equally careful in handling the detail in the records of our many other accounts.

Some Payroll Problems

Let us go over the bookkeeping work involved in the weekly payment of a wage of \$28.00 to a single girl without dependents. Our payroll shows that we pay her \$28.00 but, as the old saying goes, "Deducts get theirs before she gets hers." One per-cent or 28 cents is taken off for Philadelphia Income Tax, and that has to be paid to the City of Philadelphia each month along with the one percent taken from the checks of all other employees working here in the city. Then there is 1% or 28 cents deducted for Social Security, or Old Age Benefit. This is paid quarterly to the Federal Government. There is \$3.10 deducted for Income Tax Withheld, which is paid into a special account at the bank each month, and a final return made each quarter to our old friend, the Collector of Internal Revenue. This girl has also taken out insurance whereby she would receive disability pay if illness prevented her from working, or life insurance would be paid if she should die. The weekly deduction for this is 30 cents. There is also the matter of hospitalization, which many of our employees have taken out, providing for payment of ordinary hospital expenses if they need hospital care, at the rate of 75 cents per month which is taken off her first check each month. So you see we have to carry not one record but six records for each payroll check written, and the girl gets a check for \$23.29, or \$24.04.

But our payroll taxes do not stop there. Inter-State, as the employer, also has to pay a payroll tax of 1% for Old Age Benefit. There is also the Unemployment Compensation Tax which is assessed against us by the Commonwealth of Pennsylvania at the rate of 2.7% of the total amount of wages paid, plus three-tenths of one percent Federal Unemployment Tax which is paid annually to the Federal Government. Delaware and Maryland have different rates for their unemployment taxes and

there are differences too in the exemptions allowed by the different states and the Federal Government. A record has to be kept of each of these details, or we may find ourselves paying too much tax, thus wasting your money, or if we pay too little tax there is a penalty when the correction is made.

I have given you these details on this one phase of our records to show you something about the work of Mrs. Kennedy and myself.

Numerous Other Accounts

In addition, we keep separate accounts of the allocations made to each secondary market for expenses, and reports are made up monthly for the secondary market committees.

We also keep the bookkeeping records of all transactions involved in handling the milk at the Centerville receiving station, including the expenses of operating the plant.

At the close of each month we prepare for the directors a monthly financial statement and in compiling this statement we must first close and balance all the books. This statement, of course, carries a record of the Assets and Liabilities, the Assets being what Inter-State OWNS and the Liabilities what Inter-State OWES. What is left over or above the liabilities is the Members' Equity.

In doing this work we work closely with the Certified Public Accountants, who check our records regularly and prepare the yearly financial statement. We handle money which actually belongs to you members of Inter-State and we feel a real obligation to you in seeing that we do our work right.

Production Records, Their Why and How

By FLORENCE SCHULTZ

AS HEAD of the Statistical Department, I have been asked to report on the work done by Margaret O'Neill, Ethel Willig, Dorothy Lambinus, Clara Lund and myself. Time does not permit me to tell you what each girl does individually, so I shall try and give you an idea of the type of work done by the department.

I think I can best do this by choosing a fictitious name of a dairy farmer and tracing his name through the various operations in our work. One of the primary duties of our department is to keep an up-to-date record of the farmers shipping to each of more than 60 buyers approved by the Cooperative. I shall assume, therefore, that in this morning's mail we received word from one of our fieldmen, stating that on November 15, James Smith, 719 Oregon Avenue, Phila., Pa. started to ship to General Dairy. Our first job is to check our master Kardex files for any previous shipping record of this man, and to find out whether or not he is a member of the Cooperative. This Kardex file is mainly an alphabetical arrangement of members and former members of the Cooperative. It serves as a master file for the office group as a whole, and shows at a glance where a farmer ships, when he started to ship, and when he stopped shipping; also, such information as changes occurring in his patron number, receiving station, address or membership status in the Cooperative. This work of tying up past records with the present is not an easy one; usually because we do not have complete information. When the name is reported to us, it may be spelled wrong, or we may not know the address, or when we check in the file, we may find four or five James Smiths and have difficulty in knowing which James Smith it is who has been reported as shipping to General Dairy. Most of this work is now

done by Miss O'Neill, who assumes much of the responsibility of this character.

After checking all possible records, we are now ready to put James Smith's name on a permanent record. We do this by cutting his name, his address, patron number, receiving station code and the letter "M," indicating he is a member of the Cooperative, on an alloy plate. These alloy plates are cut on a graphotype machine and are run through an addressograph machine which prints the entire name, address, etc., whenever needed. This method of plate filing is a great time saver, for, once a plate is cut, it is a permanent record, and can be used over and over again. At the same time, it is possible to correct these plates. Once each month, we take all reported changes which come to us from such sources as fieldmen's daily reports, fieldmen's test reports, new membership contracts, buyers' shipper lists, Post Office notice of address changes, and members' individual letters, and correct these alloy plates. Mrs. Lambinus does the work of making most of these changes and makes several hundred of them each month.

How These Lists Are Used

We now have James Smith's name on the plate, filed under General Dairy. During the course of a month's time, these plates are used to make up complete lists of stations for the fieldmen in their membership work, to prepare and send lists to each buyer for them to report individual pounds shipped by their producers during the preceding month, and for any other work needed, such as sending cards or letters to these members.

James Smith will now be listed as a member on General Dairy until such time as he withdraws his membership from the Cooperative or he ceases to ship milk to that dairy.

This brings us to another phase of our work; and that is our "Reserve" set-up. For each member of the Cooperative, we have a production card on file for the purpose of recording the pounds he shipped each month and the commission payments received by the Cooperative on those pounds. Once the buyers have reported to us the pounds shipped by individual members, it becomes Miss Willig's responsibility to see that these pounds are accurately recorded on each individual member's card. The actual recording of this work is done by Miss Lund under Miss Willig's supervision. These cards, in addition to being valuable for statistical purposes, are set up for the purpose of showing members' contribution to the reserve fund.

Another one of our duties is to check the methods of payment for the various approved buyers in our market. So we shall now ask Mr. Smith to send us his pay slip each month. I am sure many of you are cooperating by sending us your pay slips each month. We check the actual price paid by General Dairy for milk, and, depending upon the area in which this buyer is located, we may be able to record the percentages of utilization used in figuring the average price paid, the "A" bonus and percentage for that particular month, the butterfat differential used in payment, and any variations such as premiums, bonuses, etc. paid by the particular buyer. We check approximately 60 members' slips each month, and the information varies according to the buyer of the milk. We use this information to prepare our "Comparison of Weighted Average Price" report we send out each month. In this report we attempt to show actual prices paid at the various delivery points for Grade "B" milk. We send it to approximately 750 individuals for use in their work. This group includes delegates, county agents, agricultural teachers, directors and fieldmen. It is also from these pay slips that we get much of the data found in the monthly REVIEW on

the page showing classification percentages and prices paid for 4 percent milk.

Milk Pay-Roll Problems

Next I shall assume that James Smith is one of the approximately 730 members who are paid from our department each month. This means that we receive from General Dairy, each month, such necessary information as Mr. Smith's pounds, his average butterfat test, his price per hundredweight, purchases made from the dairy, and any other miscellaneous items to be deducted from his milk check. The type of information we receive differs with each one of the eleven buyers furnishing such data. In some cases, we merely check the buyer's calculations; in others, we make the actual calculations, and, in one case, we determine the price to be paid. I need not remind you of the many details necessary to make payment to a milk producer, but I want to call your attention to a few special requests. You may have wondered why I chose a Philadelphia address for James Smith. I chose a Philadelphia address to indicate that he has a tenant on his farm. He now asks us to send half the value of each check issued to his tenant at the farm address, and the other half is to be sent to him at his Philadelphia address. He also notifies us that he has purchased a cooler and has made arrangements with the firm selling the cooling equipment to have \$25.00 deducted from his milk check each month. So we agree to make this deduction of \$25.00 each month and issue a separate check for this amount to the firm. I am pointing out special requests of this kind because they are common and require a lot of time. The detailed figures are shown on each producer's stub and are duplicated on master sheets which are kept on record in our office. The actual balancing and proving of these payments always takes a good bit of time, and must very often be done under pressure in order that these payments go out on the date set. Mrs. Lambinus, Miss O'Neill and I do most of the work connected with check writing, but, at times, we have to ask for extra help from the other girls in the office. Last fiscal year, we issued a total of 14,434 checks in comparison with 8,426 checks issued the previous fiscal year. So you can readily see that this work is increasing.

Mr. Smith's shipments now become part of our market figures and are used in many of the statistical reports we prepare for this market. Much of my personal time is taken in preparing statistical reports and data from month to month. Some of these reports I prepare regularly, and others are made up at the request of the men in connection with their own work.

Work on Hearing Briefs

In closing, may I briefly summarize some additional types of work we do. During the course of a year's time, our department is called upon to help in the preparation of testimony and tables to be presented at the various milk hearings held in the market. We type, stencil, mimeograph and assemble the tables and briefs necessary for such testimony. We also have a good bit of work connected with the operating of the Centerville receiving station. I personally order equipment and materials for repair and operation of the Centerville plant, bill the buyer for the milk sold, and help to figure the price to be paid members at Centerville each month. It is my job to take any dictation Mr. Hoffman may have in regard to Centerville producer problems, inspection work or plant operation. I also take Mr. Warner's dictation and assist him in his work from time to time.

I realize this summary is very sketchy, but by concentrating on some details on how we keep production records and issue member checks, I hope I have given you a more adequate idea of the work done by the Statistical Department. It seems that we are continually working under pressure

since there is always a dead-line for paying milk checks, and hearings always seem to be called in a series, and when they are called, the date is never settled until just a few days before the actual hearing. In spite of this, however, a statistical department is one in which accuracy is extremely important, and it is only the fine cooperation of each of the girls that makes it possible to turn out the work as I have described it to you.

Resolutions Given OK

(Continued from page 17)

of Inter-State Milk Producers' Cooperative on this 30th day of November, 1943, extend to the Honorable J. Roland Kinzer our full appreciation of his services to us and his sound and far seeing statesmanship on agricultural legislative matters. We hereby request the Secretary of Inter-State Milk Producers' Cooperative to transmit this resolution to Mr. Kinzer.

Request Right to Testify on Senate Oleo Bill

It has been brought to the attention of the delegate body of Inter-State Milk Producers' Cooperative, assembled in Philadelphia, Pennsylvania, in annual session on this 30th day of November, 1943, that legislation is pending in the Senate Committee on Finance which has for its avowed purpose the removal of all taxes and licenses regulating manufacture and sale of oleomargarine. Oleomargarine, when sold in its natural color, is taxed very moderately, only one-fourth of one cent per pound, and the licenses for the manufacture and sale of oleomargarine in its natural color are also very moderate. The taxes and licenses on this product when colored in imitation of butter are necessarily higher as an added protection to consumers, dealers, and producers of products for which it might be unfairly substituted. The intended legislation would eliminate these taxes and license fees, thus removing a fair and reasonable means of policing this industry, a means which is not burdensome either to the ethical units of the trade or to the consumers, and would also remove an effective deterrent from the use of unscrupulous methods in its sale, thus exposing the consumer to the risk of unknowingly being sold a product other than that which is desired, exposing the legitimate dealer to unfair competition and likewise exposing the producer of butter to unfair competition. We are convinced that these taxes and licenses are necessary for the proper policing of this industry.

THEREFORE BE IT RESOLVED that this body of delegates of Inter-State Milk Producers' Cooperative go on record as requesting the Senate Committee on Finance to allow and arrange for full and complete hearings on all phases of this proposed legislation and to permit Inter-State Milk Producers' Cooperative and the dairy industry to be given a full opportunity to present to that Committee pertinent evidence on this subject.

Recommend Fresh Sample Tests

RESOLVED that the Inter-State Milk Producers' Cooperative do what it can to have its members' milk bought on the fresh sample method of testing and use its influence to have the laws changed so that this method will be permissible.

Presented by the Woodstown Local of District 23

No Increase in Four-Cent Deduction

BE IT RESOLVED that the deduction for the Inter-State Milk Producers' Cooperative should remain at (.04) four cents for the present.

Presented by Millersville Local of District 7

(Please turn to page 31)

Factors That Influence Prices

EARL E. WARNER Reports for Market Information

ALL who have had experience with the dairy industry, realize that it is an extremely complicated business. For example, when considering the factors which influence the Class I price in a fluid milk market, the following is but a partial list of subjects on which information may be required: The importance of milk in the diet, the quality of the milk supply, the general price level of all commodities, the prices of foods which can be used as alternatives to fluid milk, the incomes of consumers, the history of Class I prices prevailing in the market in the past, the supply of milk in relation to demand, prices of products derived from milk such as cream, butter and dried skimmilk, prices of fluid milk in neighboring fluid milk markets, the value of milk as a feed on the farm, transportation costs, the efficiency of milk producers, the competition of other livestock for the available feed supplies, prices of cows for dairy replacements and for slaughter, farm wages, the prices of commercial feeds, drought and other abnormal weather conditions, and, last but not least, government regulations.

Facts Beat Intuition

To know anything useful about the Class I price, or any subject of comparable importance in the life of a milk cooperative, necessitates careful study. To quote one of Josh Billings' sayings: "It don't pay to know too much that ain't so." Doubtless, it is impossible to be right all the time, but a factual basis for attempting to be right is much better than relying entirely upon intuition. This is not to say, however, that judgment is not needed, for an array of facts has meaning only in the light of their interpretation.

Briefly then, the purposes of statistical and economic work are to:

1. consider what facts are needed to carry on the activities of the Cooperative,
2. assemble the facts,
3. keep them in such form that they can be found when needed,
4. study and pass judgment on the facts pertinent to a given problem, and
5. use the available facts in attempting to forecast future conditions.

Taking milk production as an example, let me mention just a few of the problems on which facts are needed. Some of these problems are easy, others are extremely difficult:

1. Is present supply sufficient to meet present demand?
2. Will the present trend of production result in a surplus difficult or impossible to handle in the next flush season?
3. Is seasonal variation of production increasing or decreasing?
4. Are herds being built up or are they declining?
5. What conditions are causing the present trends in dairying?
6. Are these conditions likely to change? (For example, what, if anything, does the recent extremely heavy marketing of hogs mean to dairy farmers?)
7. Should a dairyman, under existing conditions, cull more and feed his better producing cows more, or cull less and feed less per cow?

These are just a few of the questions which have to be answered. I will not attempt in this report to answer all of them. I merely want to call attention to them as the type of problems to which we sooner or later have to find answers.

Sources of Information

Inter-State has been a going organization for more than 25 years and has records of the market which extend back over the World War I period. Unfortunately, much of our early information is sketchy, but it is some of the best available and has been greatly improved year by year. In this connection, it seems appropriate to mention that this work has been carried on and influenced by the industry of several men who have worked in this milk market during the 25-year period. First on the list would be Dr. Clyde L. King, who served as Milk Price Arbitrator for Pennsylvania and who contributed much to the early study of this milk market. Then should be added the names of three men who have been associated with Inter-State. Mr. Robert W. Balderston, who was Treasurer of Inter-State Milk Producers' Association, Mr. Joseph O. Eastlack and Mr. Francis P. Willits, Jr., who served in the capacity of statisticians.

Thus our own past records serve as a convenient and helpful source of statistical information. Currently, we obtain information about our members' production from more than 60 milk dealers. We thus assemble facts on the volume of production, butterfat tests, hauling rates, prices and bonuses. This information, relative to our members' production, is the most important information we have in our files and it is of vital concern to every member of Inter-State.

Cover all Aspects of Industry

To be adequately informed these days necessitates the reading or scanning of a great volume of current reports from both official and private sources. The latest count disclosed that our office was receiving, in addition to farm papers of a general nature, exactly 100 periodic publications and reports. Approximately three-fourths of these are from official sources, including colleges and universities, and one-fourth from private sources. They cover every conceivable aspect of the dairy industry. To be sure, no one takes time to read every word of every one of these publications, but it is absolutely necessary to read enough of them to make certain that nothing important is missed.

Of course, not all of this work falls on the statistician. The entire staff, and especially the general manager and secretary, work together in the sifting out the needed information from this mass of material. Among these publications are certain current state and federal statistical reports, to some of which we make contributions from our own fund of information. It is our job to sort, mark and compile and have available the desired facts when they are needed, whether for answering a producer's question or for preparing for a public hearing.

Analysis and Uses of Statistics

It happens sometimes that our interest in the problems at hand causes us to forget the long view, and, consequently, to misjudge the present and miscalculate the future. A good way to avoid this is to keep an eye on the past. Thus, the records of our past milk prices and supply and demand conditions are worthy of study. For instance, it is an interesting fact that the retail price of home-delivered grade "B" milk in the Philadelphia market has been above 14 cents only once in history; and that was for only four months, and it was not during the first World War. It was 15 cents during August, September, October and November, 1920. In this connection, it is interesting to note that the retail price of a home-delivered quart of grade "B" milk has been 14 cents since January, 1942, and there has been no change in any other retail or wholesale price to consumers in this market during that period.

These facts are of paramount importance in the history of this market. In January, 1920, Dr. Clyde L. King made the following statement in a public address: "Throughout the war period, the Philadelphia consumer has paid a price below that prevailing in any other large city." This statement would be almost as true today with respect to the present war as it was then. Dr. King continued: "More important still, throughout the war period, milk did not increase as rapidly in price to the Philadelphia consumer as did other commodities. . . . Relatively, milk has been the best 'buy' the consumer in Philadelphia has been able to make."

Some Earlier Figures

Our figures also give us the price per quart which dealers paid milk producers for fluid milk, f.o.b. Philadelphia, during the World War period, and continually since that time. In April, 1916, producers were receiving 4 cents per quart or \$1.86 per hundredweight, and consumers were paying 8 cents per quart. On January 7, 1918, producers were paid 9.25 cents per quart and consumers paid 13.5 cents. On October 4, 1918, the retail price reached 14 cents per quart and producers were being paid 9.75 cents or \$4.53 per hundredweight. In November, 1918, producers received 10 cents per quart or \$4.65 per hundredweight. On December 1, producers received 10.25 cents, or \$4.77.

These prices, it should be emphasized, are taken from our incomplete records, and, no doubt, there were variations from these figures in individual cases, and perhaps some producers received high prices for milk for longer periods than others. Our records show, however, that this peak price to producers was short-lived, and that on January 1, 1919, the producer's price declined to \$4.42 and that on April 1, it was \$3.72, but that again in the autumn of 1920, there was a period when producers received 10 cents per quart or \$4.60 per hundredweight. That was while the price to consumers was 15 cents. On December 1, 1920, however, the producer's price dropped to \$3.72 per hundredweight and on May 18, 1921, it was around \$2.90.

Thus a period of high prices was experienced during the second year after the war ended, but within a very few months, the industry was in the depth of a depression. In the January, 1943, issue of the INTER-STATE MILK PRODUCERS' REVIEW, we published a series of weighted average prices which probably is very nearly representative of the average for the entire market. According to this price series,

which begins with January, 1921, \$3.55 was received by producers for all milk during that month. By June, producers were receiving \$2.56; a drop of 99 cents, or a 28-percent drop in a six-month period. Moreover, our unpublished record for 1920 shows that \$4.60 was paid for all milk in November, 1920. The decline began in December, and from November, 1920, to June, 1921, the average f.o.b. Philadelphia price dropped from \$4.60 to \$2.56; a decrease of \$2.04, or a 44-percent drop in an eight-month period. There was not much of a recovery until the fall of 1922.

Statistics Now More Complete

Since April, 1942, we have had a weighted average price published monthly for the market by the Federal Market Administrator. This average price varies only slightly from the 10-dealer average which Inter-State has recorded for several years, and, therefore, can be used in comparison with the long-time series which we have kept. The weighted average price of \$3.979, reported for October, 1943, is not only the highest price paid under the Federal order, it is the highest price paid since November, 1920.

I do not mean to suggest that the weighted average price received for milk or the price received for milk sold at Class I is a sufficient basis for judging the relative prosperity of dairy farmers at different times. For example, the weighted average price rose to \$3.94 in October, 1929. But The United States index of farm wage rates was only 180 in 1929, whereas it was 272 in October, 1943. This is using 1910-14 as 100. On the other hand, prices paid by farmers for commodities used, plus interest and taxes, showed an index of 167 in 1929, whereas this index was 165 in September, 1943. Of interest to dairymen is the relative price of grains in 1929 and in 1943. The index (August, 1909—July, 1914 as 100) of grain prices received by farmers was 120 in 1929 and 158 in September, 1943. The prices of meat animals stood at 156 in 1929 and 207 in September, 1943. All dairy products prices showed an index of 157 in 1929 and 185 in 1943. Income from dairying, stated in terms of prices received by farmers, increased less than income from any other group or type of farm products from the pre-war period (1935-39), to September, 1943.

Market Conditions

This leads to a brief review of conditions in the Philadelphia market during the year just past. For this, I will rely almost entirely on the excellent figures published by the Federal Market Administrator. The situation can be described, generally, in a sentence. There has been rapidly increasing consumption of milk at the same time that unsatisfactory prices and other unfavorable conditions have caused declining production. Class I utilization in June was 13 percent greater than during June, 1942. Production in October dropped 11 percent under October, 1942. Producers supplied more milk to the market in May, June, July and August, 1943, than they did in those months of 1942, but prior to May, and since August, they have supplied much less than in corresponding months last year. In October, producers supplied nearly 10 percent less milk than was sold as Class I last June.

In October, 1942, 10,144 producers were reported in the Philadelphia market. This year the number was 9,593; a drop of 551, or more than 5 percent. There has been comparatively little change in the number of producers since last February. May was high month, with 9,689, and April was low with 9,571 producers in the market.

Deliveries per shipper per day reached the highest peak in history in May. The high peak of production in May and the recent slump might be taken to indicate that there is a trend toward wider seasonal

variation in production, that is, that there is a growing tendency for production to be higher in the Spring and early Summer, and lower in the Fall and early Winter. But there have been certain abnormal conditions this year which make it unsafe to state positively that there is a trend toward such increased seasonal variation. Seasonal variation widened considerably in the five years from 1933 to 1938, but there appears to be no clear indication of such a trend in the past five years. The great seasonal flush early last summer and the unusual drop in production we are now experiencing, are due in part to the failure of prices to take their normal seasonal course of moving down in the spring and up in the fall. Thus, with spring prices high, in relation to the remainder of the year, a high summer production results. Moreover, price increases requested early last winter came during the spring and were thus poorly timed. A further price increase, needed in the summer or early fall, did not come at all. Instead, a feed subsidy was announced to be in effect during October, November and December, without information on what, if anything, is to follow.

Questionnaires Are Valuable

Many of you have replied to questionnaires sent out from the Philadelphia office, and, no doubt, have felt that to ask such an effort on your part was adding to your burdens at the wrong time. People are being loaded down with questionnaires these days, but from our viewpoint in the office, there are some questions that can be answered best, and at least cost, by using a questionnaire, and we deeply appreciate your assistance in answering them. For example, last July we decided that we should make a check of trends in cow numbers in our territory; the Department of Agriculture figures having shown that cow numbers were increasing about 2 percent over the preceding year.

Briefly, the result of our questionnaire, which you answered, also shows that cow numbers were increasing about 2 percent over the preceding year. The point I wish to make is that sometimes the statistics of the Department of Agriculture, on which we rely to such a large degree, do not conform to evidence obtained by general observation. As in the case just cited, it is usually true that our off-hand impressions are not as good as the published statistics. The statistics published by our federal and state agricultural departments, and the research reports issued by our state colleges, are the best possible sources of the general information necessary for planning our course with respect to milk prices. They furnish us with reliable facts; our job is to give the facts their proper interpretation.

The milk production and market statistics compiled by the United States Department of Agriculture have been given an enormous boost by the establishment of state and federal market control agencies. In Philadelphia, since April, 1942, somewhat more complete figures have become available than ever had been possible before. In addition to the regular run of production and price statistics, the Market Administrator's Office has completed two special studies; one of transportation charges, and the other of production conditions covering herds, labor, productivity and hauling practices on dairy farms as of January, 1943.

TANKS OR TRACTORS?

BOTH! The money you invest in War Bonds buys tanks for the boys today—tractors for you tomorrow!



the results of which have been published in the Market Administrator's NEWS LETTER sent to all producers in the market.

Milk Hearings

Since the last annual meeting, Inter-State has participated in ten hearings; four in Pennsylvania, three in New Jersey and three Federal. A total of over 200 pages of testimony was prepared and presented by Inter-State at these hearings. At the most recent Federal hearing, we were able to obtain the assistance of representatives of the state colleges in the four states to add to and round out the testimony which we presented to support price increases to producers.

Last January at the Federal hearing, conclusive evidence was presented of the difficult labor and feed situation on dairy farms in this territory. The supply during the short season last year had not kept pace with demand, and it was clear enough last winter that shipping milk to our markets would have to be made more attractive or not as much milk would be shipped. From November on, through the winter, production ran consistently below the previous year. A shortage of protein feeds developed, and feed prices continued to rise in spite of ceilings on certain ingredients and on the dealers' margins.

That a shortage of dairy products could occur first became apparent to consumers when the butter supply dwindled and butter was rationed at 8 points per pound. They knew at that time only half of what was coming, for by October, butter was to go up to 16 points per pound.

Forecast Present Shortage

At the Federal hearing, held in January, we made the following statement: "The supply has taken a downward turn, constituting a serious threat of shortage at a time when it is necessary to maintain production at as high a stage as possible." Basing our conclusions on detailed figures concerning trends in supply and demand, and in production costs, we recommended a one-cent increase in the Class I price at that time, to be followed by an additional cent increase in mid-summer. Reluctantly, grudgingly and tardily, and by way of two separate subsidies, increases have been granted, totalling nearly as much as was thought necessary at that time. The unfavorable growing season, and extreme competition of other livestock enterprises for the available feed supplies, still leave the income from milk relatively too low to maintain production. Consequently, production is not being maintained, and it has been necessary to establish a governmental quota system for limiting sales of milk and other unrationed dairy products.

In normal times it was difficult to determine whether we exported from the United States more dairy products than we imported, or imported more than we exported—so nearly have exports and imports balanced. But now, under war conditions, the industry is called upon to export a large percent of its total output. Dairy products are 20 percent of our food exports during this war. During the first World War, they were two percent. To make up for the gap in supplies to meet increased civilian needs, dairymen are asked to increase their milk production next year by about 3 billion pounds, or about 2.5 percent above 1943 production. If government action to support this request is to be too little and too late, and of the wrong kind, when and if it comes, there is little likelihood of achieving that milk production goal. In fact, present trends indicate somewhat less milk production in 1944 than in 1943.

This leads, in the conclusion of this report, to an attempt to state what program is needed to prevent a further decline in milk production next year. What should be the program?

(Please turn to page 25)

Recording Market History

By H. E. JAMISON, Editor of REVIEW

PERHAPS the easiest way to tell this delegate body about the Inter-State Milk Producers' Review would be to say "Read it," and let it speak for itself. Should I do that, however, I hardly know what sort of report you would have on it. Whatever way you would evaluate its contents would be the right answer for you, although I am sure no two of you would then have exactly the same report.

I told you last year that the Review is your publication; that, as members of Inter-State Milk Producers' Cooperative, you own it and my job as editor is to get it out regularly and put in its columns the material which seems most appropriate. Any such job requires the exercise of judgment and discrimination. Whether this responsibility is handed wisely or not is for you to judge.

It is generally recognized in the publishing field that letters of criticism are far more frequent than letters of praise or commendation. If that criterion is applied to the Review, it would seem that the members are quite well satisfied, as there have been very few letters received, either of praise or criticism, concerning the Review or specific articles in it. In fact, I would welcome more criticism, as that is a help in determining how we are making the Review do its job of informing you about the work of your Inter-State and your milk market.

Concise to Fit Space

Whether fortunately or unfortunately, we are not able to tell everything that happens—there just isn't space. Neither would it be practical, because some happenings are of interest to very few people and it would take a good sized volume to cover all such matters. Then, having covered them, it would compel a great majority of readers to pore over many pages of things of no interest to them in the hopes of finding articles that would interest them. That would not be good journalism, nor good business for Inter-State.

During the past year there have been two major subjects which have received attention time and again in the Review. One of these is prices—present and future, actual and hoped for. The other is the matter of Government regulation as it affects not only prices but other activities directly involved in agriculture and milk production.

Every issue carries two pages given over largely to statistical information on milk prices, especially prices paid by our buyers. We might say that for those who are interested in this, these data are highly interesting—for others they are dry as dust. Those price tabulations are important, however, as they contribute to an historical record of the market and the prices paid. We also carry a page in each issue covering the current complexion of the dairy markets and factors affecting them.

Hearings and Prices

The hearings that have been held the past year have been covered as fully as space would permit. It is physically impossible to print in full the testimony given at these hearings but the high points are emphasized and, for a great majority of readers, this is sufficient and of most importance.

Doings in Washington have been discussed—likewise, those at Harrisburg, Trenton and other centers of interest. The activities of the Northeastern Dairy Con-

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ference, the National Cooperative Milk Producers' Federation, Pennsylvania Council of Farm Organizations and numerous other agencies have been covered in the Review.

Legislative matters affecting dairying have been recorded and dairy activities of the 4-H clubs and Future Farmers of America have received frequent mention. Then, too, there are numerous other matters, such as seasonal topics on the feeding, care and management of dairy herds which are regular features. We have kept you informed on the work of the Philadelphia Inter-State Dairy Council by means of articles regularly appearing in the Review and prepared by members of the Dairy Council staff.

Every Member a Subscriber

The Review has no circulation department. Since it is the official publication of Inter-State Milk Producers' Cooperative, our one loyalty is to the members of Inter-State. Each of these members pays, as a part of the commission he pays each month, \$.50 per year as a Review subscription. In addition, we have a few direct cash subscribers.

The county agents and vocational agriculture teachers in our territory, as well as dealers obtaining milk from Inter-State members, are included on a complimentary basis. Specialists at our State Colleges receive similar courtesy subscriptions.

Advertising is of secondary importance in the Review. We have made no active solicitation for advertising and such of it as is submitted must meet reasonable standards in order to be accepted. In fact, many issues have space for no more advertising without giving up space greatly needed for vital current information which we believe our members should have.

May I invite you, in closing, to feel free to express your thoughts on the Review, the material carried in it and other related matters.

Equality for Agriculture

(Continued from page 15)

in industry, because agriculture will always have nature to deal with, and nature, if nothing else, is always capricious. But somehow agriculture must be put on this par!

In the talk which I have delivered before you today, I very deliberately have tried to refrain from any rabble rousing. With the country at war and with as urgent a war job as we farmers have cut out for us, I don't propose to. It is a very dangerous business in these times.

I, likewise, have refrained from any extended recital of criticism of the government's lackadaisical agricultural policy because, as I say, it seems to me that nothing new can be said upon this subject. The job here is clean-cut, and only our national organizations can do it. I have not commented on the prickly subject of subsidy beyond saying that I believe it is unsound, unreasonable, and a detriment rather than an incentive to agricultural production. I have spent a considerable amount of time in reciting to you the mechanics of the Cooperative. I have done this, too, deliberately because I am convinced, as I have said, that Inter-State's greatest weapons in these unsettled times are a loyal membership, a united directorate, a self-reliant staff, which knows its job and is able to cope with the emergencies which are sure to come, and a strong reserve.

I have laid out the urgent necessity I feel for still greater local and national unity among cooperatives and their leaders. I have indicated plainly enough that the post-war outlook is bad and that even the best of prophets cannot hope to foretell with any certainty either its nature or extent. I have stated that the securing of agricultural equality seems to me to be the most important problem with which our farm leadership will be faced in the post-war era and I have indicated that the accomplishment of this agricultural equality will be a Herculean task.

The agricultural outlook is certainly pessimistic. We, as dairy farmers, are receiving less than cost of production. Farmers, generally, are a dying segment of the nation. By our very nature we are the most difficult of the American people to get organized.

In spite of all this, however, I am still optimistic enough to believe that the American farmers have intelligence enough, patience enough, confidence enough in their country and faith enough in their God to correct these things and, with the help of God, I believe that we may eventually get them done!

A clergyman once wrote to the famous actor, Edwin Booth, and inquired if he could be admitted by a side or rear door of the theater, and avoid the risk of being seen by his parishioners.

The great actor-manager replied. "There is no door in my theater through which God cannot see."

In competition with others, always give them the credit of being a little smarter than you are. Then work like the deuce to prove that they aren't.

Field Staff Has Record Year

By CLAYTON REYNOLDS, Field Representative

YOU ARE probably wondering why one of the field representatives is making the report of the Field and Test Department today. This has come about because the Field staff is now reporting directly to the General Manager and he asked the members of the Field force to select one of their number to present the report. I want, right now, to express my appreciation for the honor which has been paid me in this respect.

First of all, just a word about the general set-up of our department. As you probably know, Francis Willits left Inter-State the first of July, to become associated with the Borden Company. Prior to that time, he had been Mr. Hoffman's assistant and in charge of the Field force.

After he left, a slightly different system was put into effect and now the Field staff is directly responsible to the General Manager. With this change there has been placed upon each of us a great deal more responsibility in the matter of looking after our territories.

A New Arrangement

With this change also, has come the opportunity and privilege of working closely with the General Manager, whose tireless energy, brains, horse sense and ability have been a source of constant inspiration to our group and have played an important part in accomplishing some of the results of the past year.

The big change in our work, as I said, has been an increased responsibility on each of us individually to keep our own territories in the best possible shape. We are allowed considerably more latitude than we had before in the matter of making decisions in the field, but our hook-up with the office and its policies is very close.

In the report last year, mention was made of the effect of the gasoline and rubber shortage on our operations. Shortly after Pearl Harbor, at a meeting of the Field staff, we were asked to use every possible means of conserving gas and rubber and to plan our work with the very maximum efficiency to this end. I believe you will be interested in the mileage figures for the past three years. During the fiscal year 1943, your Field staff drove 198,982 miles; the year before that, which was the first year of the war, we drove 230,901 miles. In 1941, however, which was the last full pre-war year, we drove 257,603 miles. In other words, in the two years we have cut down our mileage 58,321 miles.

Careful Planning Needed

This reduction has been accomplished only as the result of a great deal of planning on the part of each of us and it has been quite a task to continue a maximum of service to the producers. We have tried, as far as possible, to limit farm calls to service calls and responses to calls of complaint or trouble. We have been unable to cover individual calls as promptly in every case as we did before, but have tried to lay out the day's work so that a maximum of calls was made with a minimum of gasoline and rubber. One thing we have appreciated, too, has been the general understanding and cooperation on the part of the members in this matter, and we do want to thank you for it.

We have tried, this past year, to concentrate our time and thought on two major jobs—one, a more efficient check-testing service and the other, a larger membership sign-up. With respect to the testing service, the system has been changed so that now

two consecutive tests are made at each separate plant of an approved buyer, rather than a single check-test, as was the practice formerly. The purpose of this is that we may have a check on both tests of the period for which the producer is paid, rather than only one of them. We found that check-testing for a single period was not nearly so helpful as having the actual comparison of tests for the two halves of the month in each producer's case.

This last year we made 578 of these plant check-tests as against 553 during the year before and a total of 40,858 check-tests were made. I suppose you sometimes wonder why so few errors are found and whether all of that work is worthwhile. We are certain it is, for two reasons. First, the very fact that we check-test keeps the buyers' testers on their toes and they, themselves, just naturally do a better job as a result. In addition, many corrections are made which are never reported to you; corrections which come about as the result of adjustments worked out by us at the plants, right at the time of testing.

A New Sign-Up Record

We are particularly proud of the year's record in membership sign-ups. 881 contracts were secured by us last year and of these, 834 were accepted. This is 310 more members than have been accepted in any single year since the original sign-up was completed in 1937.

We fieldmen, and the office are also proud of the way the number of withdrawals has been cut down. Last year only 87 of the entire membership withdrew from the Cooperative. This is the lowest figure, by far, that we have ever had—in 1942 and oddly enough in 1941, exactly the same number withdrew—149—and we thought that was very low. You members have been most helpful to us in keeping this figure down.

Every one of the Field staff this year, I know, has put everything he had into his job. I said a while ago that more than 40,000 check-tests had been made by the Field force last year. Nearly 12,000 of these were run by Dudley Winter, himself, who also does most of the microscopic work for the department and in this, of course, Dudley is not allowed to resort to any of his feats of magic!

Fred Shangle, Jim Camp, Charlie Cowan and Floyd Ealy have had the Secondary Markets of Trenton, Altoona-Huntingdon, Lancaster, Wilmington and South Jersey to manage, in addition to their routine field work and frequently have had to appear before the control agencies on behalf of their committees. Every market, definitely, is in a virile, healthy condition and in all of them I know the secondary market managers have been greatly assisted by their respective producers' advisory committees.

Henry Kinsey and Earl Bechtel, who look after the territories close in to Philadelphia, have had their troubles this year in keeping up with the tremendous shifting of producers from one dealer to another, due

to the present war-time competition for milk, and both of them, I know, have fairly run their legs off trying to keep up with this movement.

Clayton Keener had an extremely difficult job to handle down at Rising Sun this year when the Sheffield Company, almost over-night, disposed of its plant to the Western Maryland Dairy. However, with the help of the Rising Sun Plant Committee, he and the office worked out an arrangement which is running smoothly and his local at Rising Sun is growing.

Our Extended Territories

Ernest Dunning and Jake Plummer—I believe he was christened "Joseph"—each has had the problem of a large territory in which competition with other markets has existed to an unusual extent. In spite of this however, both of them have done splendid sign-up work this year.

Louis Tomey and I have had the Eastern Shore to look after between us. Lou has done a good job in membership work and in addition has had the quality control work of the Centerville Cooperative to take care of. As for me, if I have had any success or good luck this year, I owe it largely to the cooperation and help of the membership in my territory on the Shore. Naturally I feel that I have the finest group of men to work with in the whole shed, but I know that every one of us feels exactly the same way about that.

I want to say that every one of us here owes a great deal of credit for the sign-up record to the help which certain of our loyal members have given us throughout the year. Without their enthusiastic assistance, we could never have made such a record. We are going to try to beat it this year. Whether we do or not remains to be seen but, so far in the present fiscal year, we have exceeded each month's record of the year before. On behalf of the other fieldmen as well as myself, I thank you and ask your still further help next year.

Factors Influencing Prices

(Continued from page 23)

1. As to feeds—Raise the price ceiling on corn to allow eastern dairymen to compete for corn supplies. Encourage the movement of feed supplies into the East.

2. Provide sufficient returns to milk producers to enable them to pay past or future increases in feed costs.

3. Provide returns to producers in terms of adequate prices properly timed to result in a good psychological effect on producers—in other words, encourage rather than discourage milk producers.

4. Encourage the manufacture and use of labor-saving dairy farm equipment. (This is now being done, and should be continued.)

5. Protect by adequate milk prices the large numbers of dairy stock now on farms—they will be needed.

6. Avoid using the quota system in such way as to make it impossible to market all of our spring production. If changes in quotas are needed, make them in time, rather than after the damage is done.

Caller: "May I speak to the lady of the house, please?"

Maid: "There ain't no lady of the house any more, she's a lieutenant."

A. Evans Kephart, Inter-State's Counsel Describes Legal Work for Our Members

I WANT to speak to you first about some things in connection with your Cooperative that are of direct interest to you as delegates. First of all, we are all proud of the signup made by the fieldmen in the past year. This is essential if you are to have a strong Cooperative and that is what you need.

But, it seems to me that it is your duty as members and delegates to help the fieldmen in this signup work, especially in talking to non-members and convincing them that they should be members and not to expect a free ride. Only a little more than half the shippers to Philadelphia are members of Inter-State. Think how much stronger your Cooperative would be if the Cooperative had the added financial strength that these other producers would bring and how much stronger the organization would be in handling its problems with the rest of the industry and with the control agencies. It is particularly important for these reasons that you build a stronger cooperative.

Control boards, you know, came into being in order to protect the farmer and help him get a higher and fairer price for his milk. Right now, however, government control is being used to keep the producer price down. These agencies have been influenced on behalf of the consumer to keep down the price of milk, which has resulted in a reduction in production.

You all realize that it is necessary for producers to appear and present their case to these many control agencies, if they expect to get a raise in their price, so as to enable them to continue in production without doing so at a loss. It takes a strong organization to fight these battles and to take the farmers' part in efforts toward this end. In normal times, if the farmers were organized with sufficient strength, they could bargain for their own price without having to rely on government agencies. And it may be necessary for producers to be in such position in the future, if there is to be an end to government control—and that end may be around the corner. This can be handled in the future by the Cooperative only if it attains a sufficiently strong position to function as I believe it should.

Work on New Controls

And now as to what I have done in a general way in the past year. I have been called upon to handle several additional legal matters resulting from control agencies set up because of the war. These required working and conferring with many different Administrative bodies—covering transportation, gas, tires and automobiles for the use of the fieldmen with rationing boards; price problems with OPA; draft deferments for essential farm workers with the draft boards; and wages and salaries of Inter-State employees with the Wage and Hour Division of the War Labor Board and the salary stabilization unit. This work was all essential in order to assure the continued smooth operation of the personnel of your organization.

We have had, practically without exception, very courteous treatment and, in many cases, valuable assistance from these government agencies. Inter-State is recognized by them as a bona fide organization doing an honest job for its farmer-members. The same reputation, I believe, exists among

the many state departments and bureaus with which Inter-State must work from time to time.

You will recall that two years ago I informed the delegates that there should be an additional employee to assist the statistician and a resolution was passed, authorizing that an additional man be employed. Earl E. Warner was, thereafter, engaged, but since then two men have left Inter-State, with the result that the duties of every man and girl in the office and in the field have been increased. On account of readjustments caused by these changes, we have had to make application for approval of wage increases to the Wage and Hour Division of the War Labor Board and the Salary Stabilization unit of the Treasury Department.

Dairy Co-op Attorneys Meet

In February a conference of the attorneys of the member units of the National Cooperative Milk Producers' Federation was held in Kansas City, which I attended, and at which we discussed the many legal problems of dairy cooperatives. It seems fundamental that cooperatives should work as closely together as possible in obtaining uniform laws and uniform interpretation of existing laws affecting their legal rights and position.

I made a trip to Washington during the winter to determine the legal status of a proposed full supply contract with one of our buyers, and found, as I suspected I would, that this particular arrangement would have been in violation of the anti-trust laws and, therefore, it was not carried through. This is part of a broad general problem concerning which the anti-trust laws should be clarified.

I also made trips to Washington on two other cases, one involving the status of the Harrington receiving station and the other the Wawa Dairy Farms case, in both of which the prices to be received by a large number of our members were involved. The Harrington case was satisfactorily settled last winter, while the Wawa case is still pending. Your Cooperative will be a party to this suit with the argument scheduled for December. It is our hope, of course, that this will be cleared up soon.

Hearings Get Attention

Hearings on producer prices before the Pennsylvania Milk Control Commission, the New Jersey Director of Milk Control and the Food Distribution Administration for the Philadelphia marketing order, took a surprising amount of time. These included Pennsylvania hearings in November, 1942, at Ebensburg, Huntingdon and Norristown and in December at Lancaster. These were followed by "preview" hearings, before the final issuance of new orders, which were held in the Attorney General's office at Harrisburg. Other hearings were held in

Pennsylvania in August, 1943, at Hollidaysburg and Harrisburg, each of these hearings being for several different marketing areas.

There was also a hearing at Trenton in December and another in June. Hearings for Philadelphia, under the Federal Marketing Order, were held jointly by the Federal and State authorities in January and again in September, the latter having a recessed session ten days later for the discussion of location differentials, which was an outgrowth of the Wawa appeal from the order.

In connection with the New Jersey hearings and price increases, special hearings were held following appeals by dealers, the last such appeal finally being heard by a judge, at which an injunction was asked by a group of North Jersey dealers. I took the position in this case that, since South Jersey dealers were not a party to this appeal, any action taken should not apply to South Jersey, and the final action practically substantiated that position.

State Colleges Help

We have had splendid help from our dairy economics specialist at our state colleges in preparing for these hearings and presenting data at them. Back of the presentation of this testimony, however, there has been a lot of good work done by these men. For example, Bill Barr of Pennsylvania State College and his assistants have made an extensive cost survey and are keeping their records up-to-date. The original survey was made on several hundred farms, with up to three or four hours being spent getting cost data on each farm by those making the study. We want you delegates to know about this so that you will appreciate some of the things your agricultural colleges are doing for you.

Another matter which required considerable attention was a ruling concerning the status of agricultural cooperative associations under the state corporate net income and the net earnings tax laws. The non-profit cooperative status of Inter-State and other similar cooperatives makes them exempt from these taxes but the rulings had to be clarified and interpreted before our exact status was known. This, it seems, is one thing which should be clarified by legislation in order that the reserves, which belong to the members and are held temporarily for the protection of their markets, will not be impaired. This is one thing about which you delegates will probably have to see your members in the legislature.

Miscellaneous Work

Miscellaneous legal jobs during the year included the drawing up of contracts involved in the sale of Centerville milk; the termination of an agreement for the leasing of automobiles formerly used by some of the fieldmen; and the work in connection with the survey of Inter-State records and procedure made by Mr. D. D. Brubaker of Farm Credit and by your Cooperative's own certified public accountants, this survey being designed to simplify the records and reduce the work involved in keeping them. There was, of course, other general "day to day" advice on problems too numerous to mention. But all in all, a great deal of time was spent in efforts enuring to the benefit of Inter-State members. Many non-members benefitted also by this legal work. These non-members should be convinced by you to become members. That is the fair way and in that way lies strength.

One Busy Year A Review of Dairy Council Activities Presented By Members of the Staff

DEVIATING from the usual procedure of presenting a formal report of Dairy Council work to the delegates of Inter-State Milk Producers' Cooperative, C. I. Cohee, President of the Council, made a brief talk to the delegate body, then turned the program over to members of the Dairy Council Staff.

In his presentation, Mr. Cohee emphasized the importance of maintaining as full a promotional program as possible to prepare for the great amount of post-war work necessary to keep milk sales at a reasonably high level. "Right now there is a shortage of milk but such will not always be the case," Cohee reminded his audience. "In order to prepare for the time when milk will be far more abundant than purchasing power, we must build up a reserve to spread the story of milk over the entire country."

He reported that through careful planning of expenditures the Council has been able to lay aside a sizeable fund for use in post-war activities.

The Staff Reports

Mr. Cohee then introduced Robert C. McKinley, director of publicity, who summarized the work of the past year in which he stressed the point that developing sound educational material required the efforts of not just one person but sometimes those of the entire staff. McKinley then interviewed three members of Council staff.

Miss Queal Reports

McKINLEY: "First I'll call upon Miss Queal, of our nutrition department, who is in charge of our industrial contacts. Miss Queal, isn't it true that you have found a noticeable change in the attitude of industrial plants toward health education?"

QUEAL: "Indeed we have, Mr. McKinley. There was a time when a lot of turn-downs were involved in trying to get the ear of a personnel manager or plant president. Even now it isn't easy, because while they have been convinced of the importance of our program, they are very busy men these days and then, of course, the competition is pretty keen too."

McKINLEY: "Competition? How do you mean, Miss Queal?"

QUEAL: "Well, for so many years the Dairy Council worked this field practically alone without too much help or encouragement from other organizations. Now, that the plan has proven its value, everyone seems suddenly to be climbing on the band wagon."

McKINLEY: "How do you get around this problem? I notice that we have been rather successful in placing our material in a good many plants in this area."

QUEAL: "Our greatest asset has been the fact that we produce material, (posters, etc.) of higher quality than most other agencies in this field. Plant executives, in most cases, seem to feel that ours are better—both artistically and educationally. Having only a limited bulletin board space, they naturally accept only the material with the greatest appeal."

McKINLEY: "I think that the delegates

might be interested in hearing about any new industrial projects which we have developed this past year. How about that pay check idea that Mr. Holmes was working on?"

QUEAL: "Yes, I have the proofs here. This is the reproduction of an ordinary factory pay check with our health message on the reverse side. We feel that this is one sure-fire way to get the attention of every man and woman on the payroll, provided we can get the cooperation of the management. Then there is the 'Dear Herb' series. These are humorous letters written to an imaginary character called 'Herb' from another imaginary character by the name of 'Joe'. In these letters he recounts little episodes in which he always manages to include some thoughts about factory production, milk and nutrition."

McKINLEY: "I was interested, on checking the records the other day, to see that we are reaching nearly 150,000 defense workers in the Philadelphia area with this item alone and that the National Dairy Council is also using 'Dear Herb' which helps to underwrite the cost of producing it. I believe you have the figures regarding our industrial contacts for the past year, Miss Queal. What do they indicate?"

QUEAL: "At the present time we are maintaining contacts with more than 450 industrial plants in the Philadelphia area, totaling about 490,000 employees. In addition we have done extensive work with groups of industrial nurses, women workers in industry, and many other types of organizations which we either call upon, or invite to the Dairy Council auditorium."

Mrs. Crowley Reports

McKINLEY: "Now I'd like you to hear a little more about our work in other fields of nutrition. We have a member of our nutrition staff here who has done a splendid job in the Wilmington area and I'm going to call on her to tell us about general nutrition work. Will you come up please, Mrs. Crowley and tell us about some of the group activities which have been carried on during the past year?"

CROWLEY: "Well, of course, we've had the regular groups with which we've been working for so long—Parent Teachers', Women's Clubs, and Civic groups but, in addition, the war has brought many other types into contact with us."

McKINLEY: "Tell us about some of these."

CROWLEY: "For one thing we are now conducting a nutrition course at Drexel Institute. Miss Queal spends every Saturday out there instructing Navy nurses on the subject of diet and the paramount importance of milk."

McKINLEY: "This is an excellent contact, and, believe it or not, we are being paid for supplying this series of lectures."

CROWLEY: "We've also been entertaining Day Nursery teachers in our demonstration auditorium. With so many mothers employed in defense work, it has been necessary to establish places to care for the children while Mother is away during the day. We have had the opportunity to help suggest to Day Nursery teachers methods of feeding these young charges."

McKINLEY: "You also work with Visiting Nurses groups and Public School Health Teachers, according to your schedule."

CROWLEY: "Yes and these are not new

but we do consider them among our most valuable contacts. They work directly with school teachers and principals, and furnish an excellent entree for enlarging the scope of our work."

McKINLEY: "The problem of finding prospects with which to work is not always as difficult as finding ways to tell our story after we have made the contacts—isn't that true?"

CROWLEY: "Yes, it is, Mr. McKinley—for although the nutrition story doesn't change greatly, we must try to keep it everlastingly interesting and inasmuch as we do repeat for many groups, we must constantly develop new techniques for approaching our subject. Last year we gave over 500 nutrition talks to 41,033 people."

Miss Murray Reports

McKINLEY: "Now let's hear from our dramatic department. Miss Murray will you help us out please? Miss Murray is one of a group of five staff members employed by us who devote their entire time to nothing but dramatic presentations before school children from kindergarten to junior high school age."

MURRAY: "And it has really presented a problem this year, Mr. McKinley—trying to get from school to school with our puppet theatres and play costumes on 'B' coupons has necessitated a lot of close figuring and conniving."

McKINLEY: "Even at that we covered almost as much ground as usual, didn't we?"

MURRAY: "Yes, thanks to trolleys and buses and strong right arms we have not had to disappoint any of our schools except those which were too far away to justify using so much gasoline."

McKINLEY: "How many dramatic performances did the Dairy Council schedule last year, Miss Murray?"

MURRAY: "We gave nineteen-hundred and seventy-three (1,973) plays, puppet shows and stories with a total attendance of 528,410 children hearing the story of milk and health. They heard our story last year and they'll hear it again this year."

McKINLEY: "Not the same story, I hope." MURRAY: "No indeed. Every year brings new puppet shows and health plays written by members of our staff. Writing this material, gathering properties, and learning lines for these new projects consumes weeks of hard work for everyone."

McKINLEY: "At our last staff conference we discussed the matter of trying to eliminate so much hauling of costumes and properties. Has anything been done about this?"

MURRAY: "Yes it has, Mr. McKinley. Our new play, entitled 'The Little Canteen', has been written purposely without costumes. It is a play about a rookie trying to get into different branches of the service and finally learns that health is important in any of them. The only costumes involved are helmets which can be carried in a small case without using a car."

McKINLEY: "We know that during these trying days the schools, like everything else, are working on more crowded schedules than ever before. Have you seen any indication on the part of principals or teachers to eliminate Dairy Council work to make room for other activities?"

MURRAY: "It seems to be just the opposite. The demands for our health pro-

(Please turn to page 29)

Federation Outlines Program

Outstanding Meeting, Welty on Executive Committee

THE 27TH ANNUAL MEETING of the National Cooperative Milk Producers Federation, held December 2-4, in Chicago, was the most successful in all the years of the Federation. More than 300 voting delegates, largest representation of the membership ever to attend, spent the full three days considering problems of dairying.

Most of the three-day meeting was given over to a round-table discussion among the members. During these sessions representatives of every member organization of the Federation were called upon. The result was one of the most revealing pictures of the truth about the problems of dairying today that has ever been gathered first hand from the field.

Out of these discussions grew the Federation's policy for the year. This was embodied in a statement that will rank as one of the most important ever drawn by the Federation membership. The delegates endorsed previous statements of the Federation, brought them up to date and projected the thinking of the Federation into the post-war period. The post-war plan for agriculture, as developed by the Federation in this policy statement, will probably be another example of Federation leadership among the organized groups of agriculture.

From start to finish, the 27th annual meeting was a demonstration of the growing strength of the organization. New groups that had become members during the past year were represented for the first time. In addition, three new applications for membership in the Federation were accepted, the new members being from Iowa, Michigan and Wisconsin.

Officers of the Federation elected for the coming year are John Brandt, Land O' Lakes Creameries, Inc., Minneapolis, President; W. P. Davis, New England Milk Producers' Association, Boston, Mass., 1st Vice President; W. J. Knutzen, United Dairymen's Association, Seattle, Wash., 2nd Vice President; George W. Slocum, Milton, Pa., Treasurer; and Charles W. Holman, Washington, D. C., Secretary.

Members of the executive committee are John Brandt, Minneapolis, Minn.; W. P. Davis, Boston, Mass.; C. W. Hibbert, Los Angeles, Calif.; N. P. Hull, Lansing, Mich.; A. H. Lauterbach, Chicago, Ill.; R. C. Mitchell, Southbury, Conn.; M. R. Moomaw, Canton, Ohio; W. S. Moscrip, St. Paul, Minn.; Fred H. Sexauer, New York City; George W. Slocum, Milton, Pa., and B. H. Welty, Waynesboro, Pa.

POLICY STATEMENT

I. A Plan for War and Post-War

IN THIS hour of national uncertainty agriculture and its cooperatives are entangled in a maze of conflicting orders and paralyzing regulations.

With farm morale disturbed by a sorry food subsidy system, the National Cooperative Milk Producers Federation offers to the Nation a constructive program to increase our food supply.

In contrast to the present subsidy policy and a criss-cross of policing by regulation, we offer a program of price stabilization

which will unleash the bound energies of the farm people and release thousands of Federal employees to do work where they are really needed.

This plan will not require tax money for its operation. It will work in war-time. It will work even better when the war is over and done and our people are heavily burdened with public debt.

We call for a policy of adequate price stabilization supported by a government corporation. The Board of Directors of this corporation should be empowered by the Congress to stabilize the prices of major farm products by offering to buy them when freely offered at prices determined to be adequate by the Board. Such products, when storable, would go into a holding pool. They would be released from this pool to the private trade at cost including storage and handling charges plus a small profit. Sales to foreign countries could be made by either the private trade or the corporation. From this pool could also be drawn stocks needed for chemurgic purposes. Losses on any commodity would be borne by an assessment against the product so that producers themselves would pay for such losses.

Such a plan implies abandonment of government direction of individual farm programs so that each farmer could once more plan his own operations. It would not, of course, jeopardize the government's soil conservation program as long as compliance would be truly voluntary on the part of the individual farmer.

Details of this plan, including the type of legislation necessary to create this corporation and govern its policies, have been worked out by our Federation and submitted to other cooperative groups. While the plan has been widely approved, its promotion has been held in abeyance during the depression period of the New Deal. It was inadvisable to offer it during the early stages of this war. But now, when we can foreglimpse what the inevitable ending of this war will be and some of the problems which will again confront this Nation with respect to possible overproduction, we confidently offer this plan as a fundamental contribution to the national economy.

II. A Program for Action

The Steagall Bill

WITH RESPECT to other great issues now before the Nation, the Federation supports the Steagall Bill which in extending the life of the Commodity Credit Corporation also prohibits any government agency or corporation from paying food subsidies, except in a few instances, after the end of this year. That bill passed the House of Representatives by a vote of 278 to 117. That record vote totalled 44 more than the necessary two-thirds majority to override a veto.

The Eastland-McClellan Bill

But the Steagall Bill does not answer the price problem confronting dairy farmers

who have had forced on them unwanted and bitterly resented subsidies of different types which will amount to more than half a billion dollars each year. It would kill subsidies but offers no price relief to producers.

An important approach to solution of the dairy subsidy problem is to be found in the revised Eastland-McClellan Bill on which hearings have been held by the Senate Committee on Agriculture. This bill substitutes support prices and adjustable price ceilings for all existing subsidies which dairy farmers are now receiving. It also provides for orderly readjustment of price ceilings every six months by means of evidence produced in regional public hearings. Such evidence includes changes in costs of production, factors of competition such as alternative opportunities available to dairy farmers and prices necessary to maintain or increase production. The procedure for these hearings has been worked out during the past decade by the government and producers jointly in connection with the administration of the Agricultural Marketing Agreement Act which controls milk prices in many of the most important interstate milk sheds. This bill would relieve the government and the farmers of many headaches.

The Government having embarked on a system of rigid price controls, we point out the lack of realistic dollar and cents ceilings on many miscellaneous dairy products. This results in a rapidly dwindling supply of certain essential dairy products available to the armed forces, our Allies and the country's civilians. Evaporated and powdered milk, butter, cheese and fluid milk are all subject to rigid controls in the form of price ceilings, point rationing, allocation or "set-aside". Immediate action establishing dollar and cents ceilings on all manufactured dairy products and the restriction of production of specific dairy products not now subject to "set-aside" and limitation orders is required, if depletion of the production of these more essential products is to be stopped.

Free Agriculture from Government Directives

Tragically, in their war effort, dairy farmers find themselves and their cooperatives slowly being strangled by governmental directives of some Federal agencies being used to enforce, in some instances even under criminal penalty, directives of other agencies. Priorities are conditioned upon observance of price ceilings. Subsidy collections are dependent upon compliance with all OPA and War Food Administration orders. Rationing points and allocation quotas are intricately tied into countless other administrative rules and regulations. Exemptions granted by Congress are wantonly disregarded; and administratively made exemptions are substituted and flaunted in the face of the law makers.

The deliberate disregard of Congressional intent, an intent since substantiated by a series of Federal court decisions, by the Wage-Hour Division of the Department of Labor in continuing its policy of restricting unlawfully the exemptions written by Congress into the Wage-Hour law is a travesty on our democratic system.

Congress should clearly limit and define all powers delegated to administrative agencies and impose penalties for disregard of these limitations.

Support FDA Order 79

We believe that the system of limiting the sales of fluid milk and its by-products

provided for under the Food Distribution Order 79 is sounder and less painful to consumers, dealers and producers than any formal rationing plan. At the same time we oppose the theory of enforcement contained in the order which would use gasoline rationing and material priorities to enforce it. We must also point out that, had our warnings of many months ago been heeded and a constructive program for dairy production been adopted by the government, both limitation of consumer purchases and formal milk rationing might have been avoided.

Amend Price Control Legislation

We recommend the amendment of the Price Control legislation to correct inequities and injustices resulting from inadequate provisions for administrative relief and court review. The courts should be empowered to review the legality of OPA orders and regulations as a defense to enforcement proceedings whether of a civil or criminal nature.

Build Market News Service

We recommend increased appropriations for the extension and improvement of the Department of Agriculture's market news service covering the dairy and poultry industries.

Support Other Dairy Associations

We renew our support of the work of the American Dairy Association and the National Dairy Council which is of such inestimable benefit to dairymen and the public.

Carry On Earlier Aims

We reiterate our policies as expressed in the resolutions adopted at the annual delegates' meeting in December, 1942, and the special policy statements adopted in New York on February 12, 1943, in Chicago on July 16, 1943 and in Washington on September 29, 1943.

Increase Dairy Production

This Federation, its member organizations and their farmer-members pledge their every effort to produce the maximum of dairy products so necessary to the successful prosecution of the war; but we insist upon and will exert united force to bring about the correction of unsound national policies that impede those efforts.

III. A Department of Agriculture for Farmers

ELEVEN MONTHS from now the people will go to the polls. They will decide many important issues. One of the greatest issues which farmers will help decide will be on the question of who controls the Department of Agriculture. We believe that the organized farmers of America will demand of both political parties that they include in their platforms a pledge that they will provide a reconstituted Department of Agriculture to serve agriculture. Other departments of government serve the groups for which they are named. The Department of Agriculture today is not being permitted to function for the farmers. We call for definite pledges on this great and fundamental issue.

IV. Special Resolution on Oleomargarine

WE CONDEMN the selfish, deceptive tactics of the oleomargarine interests to use the war emergency as their means, and the United States Senate as their foil, to wipe out consumer protective legislation of nearly 60 years' standing against the fraud of colored oleomargarine. Knowing full well that the supply of vegetable fats is limited, they seek to rush this bill through the Congress on the false pretense that a change in the law at this time will permit the production of greater supplies of oleomargarine. Changes in laws will not make a single additional pound available in a

time when the supply of fats and oils in America, needed for many purposes, including munitions, is in a state of critical shortage.

While the House Committee on Agriculture has refused to be beguiled by the rich few who seek to foist this substitute, colored yellow to imitate butter, upon the American people, now there exists a real threat that Senator Maybank's Bill, repealing for the duration the commodity tax on yellow oleomargarine and the license tax on those who would add yellow coloring matter to uncolored oleomargarine, will be attached as a rider to the new Revenue Bill by the Finance Committee of the Senate. This effort, with tragic unforeseen consequences to consumer and dairy producer alike, is being made in complete disregard of the House Committee action which deferred for the duration of the 78th Congress consideration of such ill-advised legislation. No opportunity is afforded for the adequate presentation of the merits of this controversy to the Committee. Such procedure is utterly opposed to the customary democratic legislative way.

We resent the covert way in which the Maybank Bill is being handled and make known to the body of the Congress our unalterable opposition to it. We protest bitterly the method in which the attempt is being made to railroad it through the Senate Finance Committee and, in so doing, preempting the traditional prerogatives of the Committees on Agriculture of both Houses to consider the bill.

One Busy Year

(Continued from page 27)

grams have increased during the last two years—principals say that the health program is one thing that must not be jeopardized.

MCKINLEY: "It does stand to reason that if we let up on health instruction at this point, we will drop back to where we were twenty-five or thirty years ago. We will have a whole generation of youngsters growing up with no knowledge of the importance of milk and other protective foods and there won't always be a shortage of milk. The only thing we can do is cover as much ground as possible under present conditions and hold the contacts we have worked so hard to get until things are normal again."

(These reports necessarily have been greatly condensed in order to fit the limited space available.)

OPA Obtains Farm Relations Adviser

The Office of Price Administration has announced the appointment of an "Agricultural Relations Advisor." This position was created, according to the report, to overcome "what seems to be a sincere lack of understanding on the part of many of our farmers on the problem and necessity for wartime price controls," and because "there have been several instances of OPA regulations which have been improperly keyed to practical farm problems."

The man selected to fill this position is H. H. Williamson of Bryan, Texas, director of the Agricultural Extension Service of that State.

Use your milk cooler in winter, too. It cools quickly—prevents freezing.



WAR WORKER!

Whether our boys are straining every nerve and fibre fighting the Axis right out of the skies, or in the factory deftly building a tank or welding another Victory ship, they need proper nutrition. Ice Cream helps fill that bill. It provides vitamins, minerals and proteins essential to health.

Ice Cream is now recognized as a basic dairy food that appeals to almost everyone. It is served regularly on the menus of the millions of men and women in the service as well as in war plant cafeterias all over America.

No need for the farmer to worry about a steady market after the war for his milk products. More people will be eating more Ice Cream than ever before. This increased demand means that more milk and cream will be needed by the Ice Cream Industry—a profitable market for your milk, and a "balance wheel" for your year-round production.



Barr Building - Washington 6, D. C.

THE INTERNATIONAL ASSOCIATION OF ICE CREAM MANUFACTURERS

Milk Demand Exceeds Supply

THE SUPPLY OF MILK in the Philadelphia market delivered by regular producers has been inadequate to meet the demand during October and November. Consequently, 10,100,000 pounds of milk were brought in from outside sources during October and probably a somewhat greater quantity in November. Production for the entire market during October was 11 percent below the same month last year. Since November 1, production per shipper per day has been running constantly seven and eight percent below corresponding weeks in November last year. The low point appears, however, to have been reached around the middle of the month with some improvement since that time. The average daily delivery per shipper dropped to 238 pounds during the second week in November, according to the USDA report for this market, which was 8.6 percent below the 258-pound average during the corresponding week last year. Last year, due probably to weather conditions, there was a slight improvement during the third week in November, but then production declined still further, reaching a low point of 256 pounds per dairy per day during the first and second weeks of December. This year, production showed slight increases during both the third and fourth weeks. Dealers report continued improvement during the first few days of December.

Class Prices for milk are at a stand-still, except for a very slight reduction in the Philadelphia Class II price for November milk, compared with October. This was the first decline in the Class II price in relation to the preceding month since last December. The largest increase in the Class II price during the past year occurred from July to August, when it went up 13 cents. The decline from October to November occurred in spite of a small increase in the average cream price from \$25.45 to \$25.50 per can, and was the result of a reduction in the price of dry skim milk used for animal feed as determined by the War Food Administrator, from 9.78 cents to 9.6 cents per pound.

The national milk production goal has been set at 121 billion pounds for 1944. This figure may be compared with the actual production estimated at 118 billion for 1943, and a production goal of 122 billion pounds for 1943. Nationwide production has been running two percent under last year. The USDA reports that the percent of milk cows actually in production on

November 1 this year was the lowest since 1925. Moreover, the most recent issue of "Crops and Markets" shows that the number of pounds of milk produced per day per cow in Pennsylvania as of October 1, 1943, was 16, whereas a year earlier it was 17.6 and the 10-year average (1932-41) was 16.4. An even more drastic decline occurred in Maryland, where the average cow was reported to have produced 14.7 pounds, compared with 16.6 last year, and 15.2 for the 10-year average. In New Jersey, where production per cow runs higher, there likewise was a decline from 19.8 pounds on October 1, 1942, to 19.3 on October 1, 1943.

Demand for milk in the Philadelphia market continued strong and Class I sales during October were very close to the maximum allowed under the dealers' quotas based on 100 percent of June production. Adding milk purchased from producers and classified as Class I to milk purchased from outside sources and classified as Class I, the total daily Class I sales of Philadelphia dealers amounted to approximately 2,317,000 pounds during October. This was 97.8 percent of the 2,369,510 total Class I sales from all sources during June. Producers in the market delivered approximately 10 percent less milk during October on a daily basis than was sold as Class I during June.

Production of Manufactured dairy products continued at an extremely low level during October and November and the total butter production for October is reported to have been the lowest for that month of any October since 1928. The latest weekly reports show butter production to be about 12 percent under the same weeks last year. In Minnesota and Wisconsin, creamery butter production was 22 percent and 26 percent respectively under last year during the week ending November 25. On the other hand, American cheese production during that week was at the same level as last year for the country as a whole, but on a sectional basis there were drastic declines. The North Atlantic and South Atlantic states reported production at 55 percent below last year.

Little relief from the **current butter shortage** can be expected due to the large diversions of milk into fluid use which ordinarily supplied the churns. In Eastern markets the supply of butter for civilian use has been far short of requirements, even under the 16-point-per-pound ration value. It should be

remembered moreover that consumers are now paying 6 to 7 cents less than prior to the rollback.

Government set-aside requirements for butter were suspended with September, and, according to an announcement by Paul E. Quintus, administrator of the set-aside orders, the supplies of butter now set aside for government use appear to be ample to fill all requirements of government agencies until April 1, 1944. The set-aside order applying to cheese, however, is still in effect, having been reduced to 25 percent of the November production, but cheese manufacturers' obligations to the government are, according to the "Producers' Price Current", still absorbing a major part of the total production. As in the case of butter, it does not appear that any important increase in the quantities made will occur in the near future. The lack of butter is forcing a shift to oleomargarine and oleo production during October totalled 58 million pounds, compared with 45 million during October last year, and a 5-year average of 33 million.

Evaporated milk production during the first 10 months of 1943 was 13 percent less than the high level reached during that period last year. On the other hand, stocks of evaporated milk held by manufacturers on November 1, according to the USDA's "Evaporated, Condensed and Dried Milk Report", totalled 265 million pounds as compared with the 98 million pounds a year earlier. A tremendous drain on the available supply, however, is indicated by the fact that a reduction of 64 million pounds occurred during October, whereas ordinarily an increase of nearly 5 million pounds takes place during that month. The USDA reports that the average price of \$2.68 per hundredweight paid for 3.5 percent milk at evaporated milk plants in October was the highest recorded since records became available in 1922.

The critical feed situation in the eastern states is not expected to be relieved to any large degree by the recent rise in the corn price ceiling. While the corn-hog price index is much less favorable than it was a year ago, it is still above the long-time average, and therefore favorable to the production of hogs. Production of feeds was at a comparatively high level in 1943, but in relation to livestock numbers, there will be a 15 percent decline in the quantity of feed available per animal unit in 1943-44, compared with 1942-43.

Resolutions Given O K

(Continued from page 21)

State-Wide Vaccination of Calves
BE IT RESOLVED that the Inter-State Milk Producers' Cooperative urge the United States Department of Agriculture and the State Departments of Agriculture in the Philadelphia milk shed to encourage in every way practicable state-wide vaccination of calves.

Presented by Locals of District 6

Daily Weight Slips

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative use every effort in having enacted by the Legislatures, or adopted by State Milk Control authorities, legislation or rules requiring daily weight slips to be returned to milk producers.

Presented by
Shavers Creek Local of District 13

Thank Hotel for Accommodations

BE IT RESOLVED that the delegates of the Inter-State Milk Producers' Cooperative in annual meeting assembled express their appreciation to the management of the Benjamin Franklin Hotel for the excellent accommodations and services provided for this annual meeting.

Presented by Resolutions Committee

Meeting Calendar

December 21—South Jersey Inter-State Milk Market Committee, Woodbury, N.J.
December 28—Trenton Inter-State Milk Market Committee—19 W. State Street Trenton, N. J.
January 11, 1944—Allegheny-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
January 18-20, 1944—Pennsylvania Farm Show meetings—Harrisburg, Pa.
January 24-28, 1944—New Jersey Farmers Week—Trenton, N. J.

The National Policy Toward Farmer Cooperatives

Farmers may well be interested in the Federal Government's official policy in regard to farmer owned and operated cooperatives. This was discussed rather extensively by J. D. Lawrence, Deputy Cooperative Banking Commissioner of the Farm Credit Administration. He made it plain that this policy is definitely friendly to the cooperative movement and that cooperatives are considered a good thing for farmers and a good thing for the nation as a whole.

He quoted Senator George D. Aiken of Vermont, who has said



"Cooperative methods will regulate private industry far more effectively than laws enacted in legislative halls, or regulations promulgated by boards and commissions."

This was interpreted as meaning that the objectives and policies of cooperatives are based on a principle of square dealings and a fair distribution of the benefits of production commensurate with the individual efforts of the producers.

Mr. Lawrence quoted further from Section 1141 of the United States Code which is a declaration of the policy of Congress. Summarized, it expresses a desire to place the industry of agriculture on a basis of economic equality with other industries. It would do this by minimizing speculation, encouraging efficient distribution and encouraging the organization of producers into effective associations or corporations under their own control, for greater unity of effort in marketing.

Substitute Grain Feeds

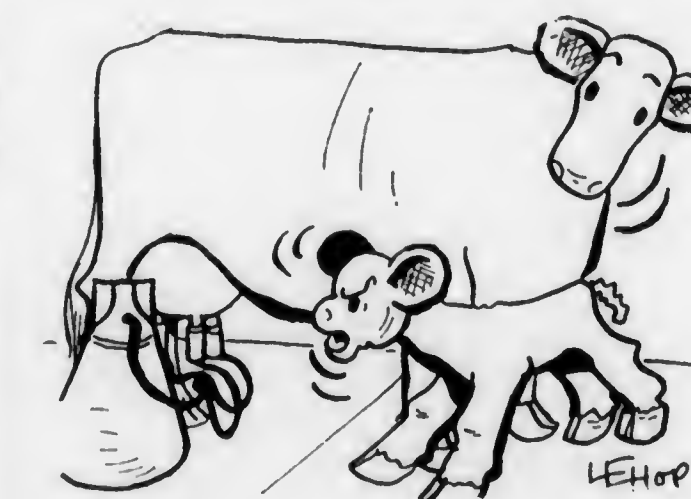
Some recommendations to meet the shortages of old stand-by dairy feeds are made by Dr. G. E. Taylor, extension dairyman of Rutgers University. When corn can't be obtained "barley and oats are old reliables and wheat or rye can also be used to advantage."

Dr. Taylor says that if necessary one-half to three-quarters of the grain mixture can be made up of either wheat or rye or a mixture of the two.

"Kafir grain, or milo, can be used to replace either corn or barley pound for pound in the dairy ration." These feeds, according to Dr. Taylor, are all quite palatable and all should be ground or crushed for feeding, a coarse to medium grind being preferable.

"These university professors don't know a thing. Why, not one of them could teach anywhere else and get away with it. They're just dumb. They ought to get a whole new teaching staff."

"Yeah, I flunked, too."



"This idea of all production going into machinery for the war effort is going to starve me along with a lot of other people!"



Plenty of Blades and Repair Parts Are Available Now

The limited quantity of STEWART Clipmasters VFB has authorized us to produce is now available through dealers. Of course there will not be nearly enough to meet the demand, but you can keep your present Clipmaster in good working condition with repair parts and new blades now ready. Check it now. If you need blades or repair parts, see your dealer or write to us.
Chicago Flexible Shaft Company, Dept. 46
5600 W. Roosevelt Rd., Chicago 50, Ill.
Over Half a Century Making Quality Products

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free—no obligation. Simply address Berry School of Horsemanship, Dept. 11312, Pleasant Hill, Ohio.

CLIPPER SERVICE

Stewart clippers cleaned and repaired. Blades sharpened, 50¢ per set. Enclose 10¢ additional for postage. Prompt service. C. H. Pownall, Nottingham, Pa. R2.

Cash Prizes

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An opportunity to turn your really good snapshots into money.

Prizes . . .

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Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Offers Ways of Meeting Dairy Roughage Problem

Because prolonged drought has cut New Jersey hay yields 50 per cent or more, **C. B. Bender**, professor of dairy husbandry at the New Jersey College of Agriculture, Rutgers University, has drawn up suggestions for dairy farmers who face a winter shortage of roughage for their herds. These suggestions should apply to producers anywhere who suffered from a short hay crop.

"There are several ways to meet the roughage problem," Prof. Bender says. "One is by increasing the amounts of corn silage or grass silage fed to the cattle and limiting the hay. The other is to buy hay, fodder, oat mill feed, beet pulp or citrus pulp."

"In feeding corn silage or grass silage, most farmers feed from 30 to 40 pounds per cow daily. This may be increased to 60 pounds or more and the amount of hay decreased. On a dry matter basis, three and one-half pounds of silage is equivalent to one pound of hay."

"If the amount of corn silage at a feeding is increased, the protein content of the grain ration should be increased from 16 per cent to a 20 per cent level. If there is an increase in the amount of soybean or other legume silages fed, the protein content of the grain ration may be reduced four percent."

"If there is insufficient silage to take care of the needs, hay or some other forms of roughage will have to be purchased. The kind of roughage to buy will depend on the price per pound of nutrients. In purchasing hay, quality is determined by green color, leafiness, soft and pliable stem, scarcity of weeds, and a pleasing fragrance."

"A cow will usually produce milk more economically on good quality hay than on hay of an inferior quality."

A Londoner got on a bus carrying a hundred-pound bomb, and sat down.

"What's that you've got on your lap?" asked the conductor.

"A delayed-action bomb," said the man. "I'm taking it to the police station."

"Blimey!" shouted the conductor, "You don't want to carry a thing like that on your lap. Put it under the seat!"

All of us are more or less foolish, but it wouldn't be so bad if we didn't try to prove it now and then.

A wasp made a 3-point landing in the soldier's soup.

"Hey, what's this?" he exclaimed. "Vitamin Bee, of course," replied his quick-witted neighbor.



TO ASSURE ENOUGH FEED FOR THE WINTER

... you need to Act Now!



Relying on luck to see your cows through the Winter may result in being short of feed before the next pasture season. Beacon recommends that you plan your feeding program in advance—it's not too early now—so as to allow yourself time to take whatever action may be necessary. In planning, Beacon suggests these three steps: (1) Estimate the requirements of your herd for hay, silage and grain until pasture season. (2) Deduct the amounts you have available. (3) Find out from your Beacon dealer how much of the balance you can reasonably expect to purchase.

If your requirements exceed available supplies, you have a real problem for the Winter. Here are some measures you can take towards solving it:

1. Cull out the low producers, diseased cows and non-breeders.
2. To save grain, use the greatest possible amount of good roughages.
3. Feed each cow according to her individual needs.
4. Supplement your home grains properly, so as to obtain the maximum feeding value from them.
5. Protect your feed from rats.
6. Keep a small reserve of grain for emergencies.



● A new Beacon booklet "Feeding Your Herd This Winter" discusses these points and others in detail. Write for a free copy. Any Beacon dealer or Beacon service man will be glad to help you make your plans. Contact them directly, or by writing to the Beacon Milling Company.

The BEACON MILLING Co., Inc.
Cayuga, N. Y.

Makers of **BEACON** FEEDS

Your milk statements are valuable. They contain information which you need at income tax time—when guesses "don't go." Save each one and file it in a safe place.

Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXIV

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No. 9



Photo by Eugene Wyble

A Winter Sky

More Feed From Pastures

Professor J. B. R. Dickey Tells How to Do It

SHORTAGES OF feed and labor are turning the attention of dairymen more and more toward the possibilities of grass and clover pasture which the cows can harvest themselves. The principal need of most pastures is the fundamental improvement of soil through the systematic application, first of some form of lime in amounts sufficient to keep the soil reasonably sweet, and second superphosphate at the rate of at least 400 pounds per acre every couple of years. These two things are essential for a good stand and vigorous growth of the Kentucky bluegrass and white clover which make up the sod on our better pastures.

If these two needs are taken care of, along with some manure at the start if the sod is poor, and some more occasionally when high production is desired, the dairyman can count on his grassland producing, acre for acre, just about as much excellent feed as the fields on which he labors all summer and has a constant outlay for seed, machinery etc. Both pasture and tillable land are essential to economical dairy production but in the past most pastures have been woefully neglected.

Lime and phosphate alone may not increase production at once and therefore in case of a feed emergency some changes in the above fundamental pasture program may be warranted. If silage and hay cannot be expected to last till spring the grass must be ready to be turned on at the earliest possible date.

How to Hurry Grass

There are two ways to hurry it along and make more early grazing. The first is to put on manure, and this most dairymen have in plenty. If stock are to graze well on manured pasture the earlier it is applied the better in order that the smell may be largely gone by spring. The area to be manured should be fenced, and all of it manured, so that the cows have no choice. If turned on the manured area first when they are hungry for grass, and the grass is young and tender, they will not be so particular. If the pasture has already been limed and if phosphate is used in the stable at the rate of 1½ to 2 pounds daily per head, or 50 pounds per load on the spreader, the results will be much better and much more lasting.

Poultry droppings or litter are also fine to kick the grass out early

The feed supply in a lot of barns is awfully low. The labor situation on most farms is mighty tight. A partial solution to each of these problems can be found in this splendid article about pasture management, written by Professor J. B. R. Dickey, extension agronomist, Pennsylvania State College.

Under any circumstances, it is good business to make the pastures yield the highest practicable pound of dairy feed. It is also good business to make the cows harvest that feed themselves, thus saving manpower and machinery and avoiding numerous other expenses.

Professor Dickey outlines two major pasture problems; first, getting a heavy pasture yield as early in the spring as possible, to relieve the roughage shortage that prevails on so many farms this year; and, second, a long-time pasture management program that will put the permanent pastures up among the farmer's good-paying crops.

Read this article carefully and make plans now for your spring and summer pastures.

and rank in the spring. They may be put on later since they do not repel stock as does cow manure. Here again supplementing with phosphate will give better results.

The second method of producing more early grass is to apply nitrogen in the form of commercial fertilizer. Last spring nitrogen was scarce and its use was restricted. Now it is more plentiful, especially in some forms, and its use is encouraged. The trouble with commercial nitrogen, besides its rather high cost, is that its effect is generally gone in about six weeks and the sod treated with it seems to slump even worse during the midsummer shortage. This is probably due to over stimulation of the grass and the crowding out of the clover.

Apply to Limited Area

If we use nitrogen on too large an area we may have more grass than the cows can eat in May and early June, a lot of it may get too old, will not be utilized and must be gotten off the ground. The best plan will generally be to use nitrogen only on good sods consisting largely of grass rather than clover. The area treated had best be not over an acre for each three or four cows and should be fenced off from the rest of the pasture. If the early spring is

fairly warm the treated area should be ready to graze 10 to 14 days ahead of normal and will carry heavy stocking until the other pasture is ready.

Suggested Formulae

Nitrogen should go on pasture in late March or early April. To be really effective it seems best to apply it heavily, preferably 40 or 50 pounds per acre of actual nitrogen. One may use 200 to 300 pounds of one of the usual 16 to 20% nitrogen carriers or 150 to 200 of the new ammonium nitrate which contains 34% nitrogen. Where no phosphate and potash have been used recently, and more permanent improvement of the sod is desired, about 500 lb. of a 7-7-7 or 400 of a 10-6-4 topdressing should be very satisfactory. Lower nitrogen goods, such as 5-10-5 or 4-12-4 might be used but heavy applications will be needed to secure effective amounts of nitrogen. Where plenty of phosphate but no potash seem to be needed, ammoniated superphosphate, which runs 4 to 5% nitrogen and 15 to 17% phosphoric acid is now available and might be economical and satisfactory if used at sufficiently heavy rates.

Under very intensive conditions a second application of nitrogen is occasionally applied in June with the idea of stimulating growth during July and August. A frequent trouble with this is that moisture during the midsummer months is generally the limiting factor. Most grasses do not grow rapidly when the temperature gets really high even with nitrogen stimulation. The pastures which carry through the hot dry months best are those where the sod has been made thick and vigorous and contains plenty of white clover as a result of fundamental soil treatment and careful management. Where the cow population is high some supplementary pasture, grass silage or soiling crops will usually be needed to carry the cows through the summer in good shape.

If you talk about your troubles
And tell them o'er and o'er
The world will think you like 'em
And proceed to give you more.



**BOTH
WILL WEAR OUT**

Buy bonds
—to wear out the Axis now
—to replace worn out
farm machinery later.

Accurate Records Needed to Complete Tax Report Due March 15

A YEAR AGO we carried a brief article outlining some of the fundamentals to be observed by farmers in making their income tax returns. It seems in order to repeat these points at this time.

Although many farmers filed a fairly accurate and complete return on December 15, under the new pay-as-we-go tax plan, there is still a final return required, which must be filed and any taxes still due must be paid on or before March 15, 1944. This will give everyone an opportunity to make corrections and take advantage of any allowable deductions which may have been overlooked in making the preliminary return.

The taxes paid with the December 15 or earlier return should, under the law, be at least 67 percent of the year's total tax obligation. If they were not that much, there will be a penalty on the amount between the actual payment and the 67 percent of the tax obligation. If, however, the taxes paid were in excess of the year's obligation and the 1944 payment on the so-called unforgiven part of the 1942 taxes, there will be a refund coming to the taxpayer.

The law requires all citizens with a gross income of \$1,200 or more in the year (\$500 or more if single and not head of a family) to file a return. The most usual method of filing returns by farmers is on a cash basis. This requires the reporting of all income received during the year and permits the deduction of all allowable expenses paid during the year, regardless of the period to which the receipts or expenses may apply or when they may be due.

Income to be reported includes: (1) the amount of cash or the value of merchandise or other property received from the sale of any farm products, regardless of when raised; (2) the profits from the sale of any items which were purchased and (3) the gross income from all other sources. If farm produce is exchanged for merchandise, such as groceries, the market value of the articles received in exchange is to be included in gross income. Other income includes rents, the proceeds of insurance on farm crops and payments under the soil conservation or domestic allotment act. The value of products produced by the farmer and consumed by his family does not constitute taxable income.

From the total income certain expenses may properly be deducted. Among the more important are: (1)

actual cash outlay (not farm raised feeds) in the feeding and raising of livestock; (2) cost of seed; (3) small tools; (4) minor repairs to farm buildings (not including dwelling); (5) the cost of fuel and oil used for farm work; (6) repairs and maintenance of farm machinery; (7) the cost of hired laborers and hired machines and the cost of board for such laborers; (8) rations purchased and furnished to laborers; and (9) commercial fertilizers of short duration.

Some farm expenses are considered as capital investments and can not be deducted directly but a depreciation charge may be made against such costs. These include: (1) major building repairs; (2) new buildings; (3) planting of orchard trees; (4) long-time soil fertility

building programs; and (5) the cost of purchasing work, breeding or dairy animals.

The cost of maintaining the family dwelling is not deductible unless used in part as a part of the productive equipment of the farm, such as farm office, in which case the expense of maintaining this proportionate share may be deducted. Likewise, the cost of operating the family automobile can not be deducted unless it is also used in business, in which case only the cost of the mileage used in business may be deducted.

Certain losses may also be deducted but regulations concerning allowable losses are rather complicated and it is suggested that a farmer suffering losses from storm, flood, fire, livestock diseases, etc., consult an income tax authority or his banker, considering the special circumstances surrounding the loss, before any deduction is made because of the loss.

Co-Op Council Elects Brinkley & Davis

The National Council of Farmer Cooperatives, at its annual meeting in Chicago early this month, elected a new president, **Homer L. Brinkley** of Lake Charles, La., who is general manager of the American Rice Growers Cooperative Association and president of the Louisiana Council of Farmer Cooperatives. He succeeds **C. C. Teague** of Santa Paula, Cal., president of the California Fruit Growers Exchange.

Another important change in the personnel of the Council was the selection of **John H. Davis**, acting chief of the wheat section of the Grain Division of Commodity Credit Corporation, to succeed **Ezra T. Benson** as executive secretary of the Council. Benson's resignation was received several months ago but he continued to serve as secretary, pending the selection of his successor.

Mr. Davis will be in charge of the Council's Washington office. He is a native of Missouri and was graduated from Iowa State College in 1931, also having taken graduate work at the University of Minnesota. He taught school in Iowa and served as an agricultural economist for the Farm Credit Administration. He joined the staff of CCC in December, 1942.

The Council, at its Chicago meeting, took a positive position in opposition to inflation and inflationary actions of the government. It urged a price control policy which would encourage production and give consideration to all farm costs. Strong opposition to subsidies was expressed and a food stamp plan for those few consumers with inadequate income was suggested.

Another matter on which action was taken was opposition to the proposed legislation requiring general tax returns to the Internal Revenue Bureau, urging, instead, that special returns be made to those who determine the tax status of cooperatives.

Among other subjects receiving attention were post-war planning, the disposal of surplus war materials, the farm labor problem, transportation of farm products and the future of the Agricultural Adjustment Administration.

Order your fertilizers early and take delivery as soon as you can. This will assure your needs and help avoid any last minute jam in either production or transportation.

"A pretty girl is like a melody"—and after you marry her you have to face the music.



Walter Dean "Abbott" and his pal "Sport" are confirmed lovers of Grade A milk and, judging from this picture, it agrees with them. Mrs. Earl Abbott, Harborton, N. J., sent the picture.

INTER-STATE MILK PRODUCERS REVIEW

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Individuals Urged to Buy Extra Bonds

The Fourth War Loan drive opens January 18. Efforts will be concentrated from then until the end of the month on the sale of bonds to individual purchasers, while the drive will be extended to business houses, insurance companies and others on February 1. The total bond sales quota assigned to Pennsylvania for this drive, which will terminate on February 15, is 978 million dollars of the national goal of 14 billion. Although the State figure is less than the 1,071 million-dollar goal in the Third War Loan, the Pennsylvania State quota for the Series E bond sales is 217

million, or 43 million more than was asked for during the Third War Loan. These are the bonds usually bought by individuals.

Greater emphasis is being placed upon sales of bonds to individuals at this time, it being felt that this will be an effective means of absorbing some of the excess purchasing power now available, which is so inflationary and is exerting so much pressure on price ceilings of consumer goods.

Thank You, Mr. Brown

The following brief note was received from **Winter D. Brown** of Nottingham, Pa. We hope that the December REVIEW hit a similar spot in the minds of other Inter-State members.

Mr. Brown's letter follows:
Just a note to let you know that we think your December issue was excellent. Found the article on office work, etc., most interesting and enlightening. The talks delivered at the annual meeting were fine and indicate the sincerity and comprehension held by the speakers.

The arrangement of all the material in this issue and others is pleasing and makes locating what one desires quite easy.

—WINTER D. BROWN.

Market Was 11 Million Pounds Short in November

Milk distributors operating in the Philadelphia market, under Marketing Order 61, found it necessary in November to buy almost 11 million pounds of milk from producers not included under the marketing order, according to the report by **Wm. P. Sadler**, Market Administrator.

Had the 9,447 producers who regularly supply the Philadelphia dealers produced and delivered this milk, it would have added approximately \$405,000 to their November income, or \$13,500 a day. On an individual shipper basis, this would have been an average of 1160 pounds of milk per month for each shipper, worth about \$43.00 at an estimated farm value of \$3.70 per hundred-weight.

Of course, it is easy to figure all these things out on paper. Obviously either the incentive to produce—or the necessary cows, feed or manpower—were not there or this milk would have been produced by these dairymen, instead of having to go to New York, northern Pennsylvania, Ohio, or even more distant points to make up the deficit.

The devil is close on your trail when you begin to "take things easy."

Personal Glimpses

On the afternoon of December 15 a new dairy barn on the farm of **Lloyd Balderston III**, near Colora, Md., was destroyed by fire. This was the third time that a barn on this property has been destroyed by fire, one having burned in 1941 and another in 1893. The concrete block dairy stable, covered with a thick concrete ceiling, which was constructed after the 1941 fire, withstood the flames.

Frank C. Pettit, who was elected director from District 23, South Jersey, is also treasurer of the New Jersey State Farm Bureau.

Sad news was received on December 30 by **Mr. and Mrs. Wm. H. Holloway**, Newark, Md., Inter-State director from District 4, that their son, **Corporal Archer C. Holloway**, has been reported missing in action since November 26 in the North African area. As yet, no further word has been received. Corporal Holloway was on a bombing mission at the time.

Word has been received that **Lloyd Kennedy** of Kennedyville, Md., lost his life in an automobile accident on December 17, 1943.

Even a visit to the Coatesville Hospital wasn't enough to depress the excellent spirits of **Paul Coates**, who has frequently been the annual meeting delegate from the Coatesville Local.

Arthur E. Brown, president of the delegates of District 11, has been commissioned clerk of the Quarter Sessions Court and of the Court of Oyer and Terminer, Lancaster county.

The Quarryville, Pa., community lost a valuable citizen with the death, early in January, of **Ellis E. Ferguson**. He was a member of Inter-State and active in numerous business enterprises of that area, as well as being a member of several patriotic and fraternal organizations.

Kenzie S. Bagshaw, Hollidaysburg, who is a director of Inter-State and Master of Pennsylvania State Grange, has been named chairman of the Agricultural Advisory Committee for the Fourth War Loan in Pennsylvania.

Mary—You mean thing! You promised me faithfully that you wouldn't give away that secret I told you. But now it's all around the town.

Mabel—I didn't give it away. I exchanged it for others.



WANNA FIGHT?

Here's your chance!
Buy U. S. War Bonds
and Stamps and help
K. O. the Axis!

One of the high spots in the entertainment at the eleventh annual Woodstown, N. J., F.F.A. Farm Show, held in Woodstown, December 10, was the milk drinking contest pictured above.

The contestants drank their milk from milk buckets used in calf feeding. It would seem, from the crowd in the background, that the members of the audience were pulling for their favorites in this contest. Approximately 700 people attended the farm show.



The winner was **John Raffo**, extreme right; second, **Arthur Ayars**, second from left; third, **Russell Shively**, second from right; and fourth place winner, **George Short**, extreme left.

Give Milk Cooler A Year-Around Job

There are four times during the year when the milk cooler should be used; these are winter, spring, summer and fall. The need for it in summer is obvious. The need for it in winter, although not quite so obvious, is almost as important.

The use of the cooler will bring the milk down to a safe temperature quickly, thus preserving its quality and flavor. From there on the use of the cooler will protect the milk from freezing, this being done through its excellent insulation and the insulating qualities of the water itself which surrounds the cans.

As for using the cooler in fall and spring, there, again, the quick cooling is the big point in favor of its use. Likewise, the producer is not the victim of a sudden change in temperature which may result in spoiled milk if less sure methods of cooling are employed.

Problems of Spring Flush Studied by Commission

The dairy industry is studying seriously the possible effects of the milk sales quota limitation upon the industry during the expected flush production in the spring months, especially May and early June. The Pennsylvania Milk Control Commission held a conference at Harrisburg on this matter recently, in an endeavor to work out plans which would keep all milk moving to market and into the best available uses, considering both the national needs and the good of producers, distributors and consumers in Pennsylvania markets.

Hope was expressed at this conference that the limitations on

sales, as now determined according to quotas, would be suspended or considerably modified during that flush period. This, however, is a matter that can be decided only at Washington and the Pennsylvania dairy industry was warned to develop plans that would cope with the problem should the quotas continue in force during that season.

Present at this conference were producer representatives, distributors, Board of Health officials and representatives of the Milk Control Commission and the Market Administrator's office in Philadelphia. **John M. McKee**, Chairman of the Commission, served as chairman of the meeting.

Won't Guess the Future

It seems to be characteristic of many newspapermen and other writers to come out the first of the year with forecasts as to what will happen during the succeeding twelve months. Your editor was tempted to do likewise. He actually had some ideas on the subject.

But then, he went over what had happened in and to the dairy industry in this milk shed and the country during 1943. These happenings are recorded briefly on pages 8 and 9 of this issue and, after scanning 1943 events in retrospect, it was decided that no man with a sane mind could have forecast even half of those things. On many of them he would have been miles off his base.

Not wanting to stick his neck out, your editor refrained from making any prognostications as to what might happen to the dairy industry in Philadelphia or the country during 1944. Anything might happen—and probably will.

Maryland Adds Arnold As Extension Dairyman

The appointment of **Floyd J. Arnold** as extension dairyman in Maryland has been announced by **Dr. T. B. Symons**, director of the Maryland Agricultural Extension Service. Mr. Arnold comes to the University of Maryland after fifteen years of dairy extension work at Iowa State College. He has handled all phases of that kind of work and is well trained for similar work in Maryland.

The new extension dairyman was reared in Iowa, was graduated from Iowa State College and was a member of the dairy cattle judging team of that institution. Except for one year as a dairy herd improvement supervisor, he has spent his time since graduation in dairy extension work.

In Maryland he will give particular attention to dairy cattle breeding and better sires programs. He will also help with educational programs on the feeding, health and management of dairy cattle and in 4-H dairy club work.

Butter Is Missed Most of All Scarce Items

Butter ranks first among the items suffering from war-created shortages as the "most missed." This was revealed in a survey made by the Office of Civilian Requirements, covering 120 different counties in the United States. Following butter were, in order, meats, soap, elastic tape and coal.

This shows the high place which butter holds in the esteem of our citizens. It also carries with it an obligation to the dairy industry to do all it can to produce the butter needed to fill these desires and, possibly more important over the long pull, a sound and sane policy which will keep the public wanting butter regardless of propaganda trying to divert the public's attention to substitute products.

If You Are Moving

If you are moving to another farm this winter or spring, your Inter-State fieldman will help you arrange for a new market if this should be necessary. You will find the fieldmen's names and addresses on page 4. Get in touch with the one nearest you.

Also, drop a card to the Inter-State office, giving your old and new address, so that we may change our records promptly and thus assure you of getting the Review and any other mail that may be sent out.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I Nov.-Dec.	Class II Nov.	Class II Dec.	Class III Nov.	Class III Dec.
Philadelphia Suburban	1A	\$3.85	\$3.394	\$3.384	\$2.507	\$2.518
Altoona	9	3.70	3.317	3.319	2.466	2.487
Huntingdon-Tyrone	10-2	3.45	3.317	3.319	2.466	2.487
State Wide	11	3.50	3.317	3.319	2.466	2.487
Lancaster	14	3.73	3.340	3.337	2.466	2.487
Reading	15	3.70	3.340	3.337	2.466	2.487

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

November	I	IA	II	III	*Bonus
Cream Top Dairy	97	0	0	3	—
Eachus Dairy	98	0	2	0	—
Everett Milk & Ice Cream Co.	100	0	0	0	—
Penn. Cream Ice Cream Co.	70	1.5	28.5	0	—
Chas. G. Waple Dairies	94.3	5.7	0	0	—
Williamsburg Dairy	100	0	0	0	—

December	I	IA	II	III	*Bonus
Blue Hen Farms	93	x	7	x	—
Clover Dairy Co.	93	x	7	x	96.31
Fraim's Dairy	89.98	x	10.02	x	—
Williamsburg Dairy	100	0	0	0	—

November	Norm	Cream	
Arrowhead-Shoemaker Dairy	100	—	100

December		Balance	
Castanea Dairy	100	—	100
Abbotts Dairies	100	—	100
Scott-Powell Dairies	100	—	100
Supplee-Wills-Jones (% of norm)	100	—	100

* Percentage of production on which "A" producers were paid Grade "A" Bonus

Prices Paid for 4% Milk

November	Location	Area	Price
Cream Top Dairy	Lancaster, Pa.	14	\$3.69
Eachus Dairy	West Chester, Pa.	1A	3.84
Everett Ice Cream Co.	Everett, Pa.	10, 22	3.45
Hoffman's	Altoona, Pa.	9	3.60
"	Bedford, Pa.	10, 22	3.60
"	Huntingdon, Pa.	10, 22	3.60
Penn. Cream Ice Cream Co.	Cresson, Pa.	9	3.569
Chas. G. Waple Dairies	Tyrone, Pa.	10, 22	3.401

December			
Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.88
Centerville Producers Co-op.	Centerville, Md.	—	3.84
Clover Dairy Company	Wilmington, Del.	—	3.88
Delamore Dairy	Wilmington, Del.	—	3.88
Fraim's Dairy	Wilmington, Del.	—	3.93
Greenhill Dairy	Wilmington, Del.	—	3.88
New York City Buyers	201-10 mile zone	—	3.70
Supplee-Wills-Jones	Nassau, Del.	—	3.67
West End Dairy	Wilmington, Del.	—	3.91
Western Maryland Dairy	Rising Sun, Md.	—	3.79

Comparison - Mixed Dairy Ration Prices

Six Months of 1943 With Corresponding Months of 1942

	16% Dairy Ration 1943	1942	24% Dairy Ration 1943	1942
July	\$54.51	\$44.47	\$55.50	\$49.89
August	54.58	44.20	58.67	50.17
September	56.26	44.64	61.25	50.38
October	56.79	45.26	58.50	50.83
November	59.34	45.96	62.60	50.83
December	59.24	47.36	63.50	53.38

SOLVES A LOT OF PROBLEMS
WAR BONDS—

help beat the Axis today, help re-equip the farm tomorrow

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
November	3.93	3.196
December	3.93	3.207
January	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
October	3.83	2.67
November	3.83	2.67
December	3.83	2.67

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skimmilk
November	\$25.500	11.6750¢
December	\$25.46875	11.8658¢

* Per 40-quart can of 40 percent cream;

† Per pound of roller process dry skimmilk;

each as used in determining the Philadelphia Class II price.

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1943 Viewed in Retrospect

Year Was Filled With Unusual Developments

January 1—The new year. The future is cloaked in uncertainty but judging by the results at the year end the nation's dairymen must have made a composite New Year's resolution to do their best in producing milk as a food for victory. They almost equal the 1942 record production—this in spite of h— and high water.

January 5-6—Preview hearings held on new price orders for the Johnstown-Altoona, Central (Huntingdon), Philadelphia Suburban and the Lancaster areas, providing for substantially increased Class 1 prices. A reclassification of milk products and the calculation of blend prices on a dealer pool basis is included.

January 6—New price orders become effective in five Pennsylvania milk marketing areas.

January 6-8—Executive Committee of National Cooperative Milk Producers' Federation holds important meeting at Washington, together with the National Grange, National Council of Farmer Cooperatives and American Farm Bureau Federation, to chart the course for the future of agriculture in the face of wartime regulations.

January 9—Inter-State sends formal request to Washington, asking for consideration of specific subjects at a hearing to consider amendments to the Philadelphia milk marketing order.

January 12-13—Pennsylvania Dairymen's Association meets at Harrisburg. John Brandt, president of Land O' Lakes Creameries, is guest speaker at banquet. Harry Trelogan speaks for Agricultural Marketing Administration.

January 21—Hearing on amendments to Federal Order No. 61 for Philadelphia opens in Philadelphia. Inter-State again carries entire load in presenting factual testimony for producers.

January—A series of conferences resulted in working out new arrangements for the sale of and payment for milk of our members shipping to Rising Sun plant.

January—Six Inter-State membership dinners held in five different Districts, with excellent attendance and unusual interest shown by members.

February 1—Price increases becomes effective in Johnstown-Altoona, Central and Lancaster marketing areas.

February 1—The program of forced economies in the handling and distribution of milk becomes effective through orders of Food Distribution Administration.

February 8—Hearing is held at Philadelphia by Pennsylvania Milk Control Commission, to consider resale prices and prices in the Philadelphia Suburban area.

February 8—News comes by way of radio that the Office of Price Administration is laying plans to freeze prices to be paid producers for milk.

February 11-12—Northeastern Dairy Conference holds eighth annual meeting in New York City.

February 11-12—Emergency meeting of Board of Directors of National Cooperative Milk Producers' Federation held at New York City, at which warning is given that proposed producer price freeze order of OPA will be serious deterrent to production.

February 23—Food Distribution Administration issues tentative proposed amend-

ments to Philadelphia Milk Marketing Order, providing for a \$.23 increase to producers. Inter-State takes sharp exception to this woefully inadequate increase, asserting that a full cent per quart, \$.465 per hundredweight, is needed at once and another full cent increase is needed July 1, in order to maintain production in the marketing area.

February—Six dinners held in six Districts. Interest continues high and attendance surprisingly good considering restrictions on travel and shortage of farm help.

March 13—OPA restores price increase in Lancaster, Altoona, Huntingdon and other Pennsylvania markets, which was rescinded without warning or hearing when the producer price freeze order became effective, February 13.

March 25—Chester C. Davis is named as wartime Federal Food Administrator, but with no powers beyond those which hamstrung Claude R. Wickard in similar capacity.

March—Members shipping to the Harrington, Del., plant receive an adjustment on prices covering their milk shipments of April, May and June, 1942.

March—Six membership dinners are held in four different Districts, with the record of attendance and interest continuing at pleasingly high level.

April 1—Eighty-seven withdrawals from Inter-State become effective, applications having been made Feb. 1 to 15—lowest number in history of organization.

April 8—Announcement from Washington approving producer price increase from \$.37 to \$.405 per hundred pounds of 4 percent Class 1 milk in Philadelphia market.

April 8, One hour later—So-called "hold-the-line" order is issued at White House and announced over nation's radios, purporting to freeze prices and wages at September 15, 1942, level.

April 12—Price increase of \$.35 per hundredweight becomes effective in Philadelphia Milk Marketing Area. "Hold-the-line" order leaves consumer prices in Philadelphia and producer and consumer prices in many other areas very uncertain and in an explosive condition. Subsequent action makes producer increases effective in those areas as of this date.

April 12-13—Interstate Farmers Council holds its annual meeting at Baltimore, Maryland.

April 16—Word comes from Washington that consumer subsidy on milk goes into effect for the Philadelphia, Baltimore and Washington markets, with Commodity Credit Corporation buying the milk at new price and selling it back to the dealers at old price.

May—Oleo powers step out with Fulmer bill, which would open the way to "let the buyer beware" basis for carrying on the manufacture and sale of oleo.

May 8—Pennsylvania legislature adjourns after having passed increased appropriation for control of Bang's disease and bovine tuberculosis; providing additional funds for agricultural research at Pennsylvania State College; restoring cuts in the Department of Agriculture appropriation bill made by the previous Administration and passing a bill permitting, under certain restrictions, use of oleo in State

institutions when butter is not available. Legislature failed to pass three bills clarifying status of agricultural cooperatives under State's tax statutes.

May 10—National Council of Farmer Cooperatives issues a policy statement, pointing out the fallacy of subsidy plan for preventing inflation and urging in its place a tax and savings program to absorb surplus spending power.

May 11—Clearance comes through from regional OPA office, approving price increases to producers shipping to Rising Sun and Centerville, Md., and Nassau, Del., plants.

May 24—Dairy Industry Transportation Co-ordination Committee meets at Harrisburg to work out plans for effecting economies in milk hauling. Similar committees are established in Delaware, New Jersey and Maryland.

May 26—Harris B. McDowell, Jr., Middletown, Del., elected to Board of Directors to represent District 9, filling vacancy caused by resignation of J. Leslie Ford.

May 27—Emergency meeting of directors of National Cooperative Milk Producers' Federation regarding price roll back program proposed by OPA.

May 28—Emergency hearing called at Washington by FDA, for amending of Federal milk marketing orders, so as to prevent reduction in the producer price due to roll backs and subsidy payments should they become effective.

June 1—Proposed milk price increase in New Jersey did not materialize after dealers protested that evidence taken at hearing on December 28, 1942, was antiquated. Therefore, order based upon evidence taken at hearing November 26, 1941, prevails.

June 2—New hearing held in New Jersey to obtain new evidence.

June 10—Consumer price of butter "rolled back" \$.05 per pound, thus saving Mrs. Average Consumer \$.60 per year per person on her grocery bill.

June 19—Inter-State offices visited by prominent British agriculturists after tour of Pennsylvania, including State College and several farms in Blair, Cumberland, York, Chester and Lancaster counties. Party consisted of Watson Jones, John W. Cassels, T. R. Ferris and T. B. Manson and J. R. Scott Watson, agricultural attache at British embassy.

June 23—George A. Comer, McConnellsburg, Pa., elected to Board of Directors from District 26, to fill unexpired term of H. Lester Oyler, resigned.

June 26—Radio broadcast by O. H. Hoffman, Jr., Inter-State's general manager, and C. I. Cohee, president of Philadelphia Inter-State Dairy Council, on some of the tough problems facing producers.

June 28—Resignation of Chester C. Davis as Food Administrator accepted by President Roosevelt twelve days after it was submitted.

June 29—Pennsylvania Council of Farm Organizations points out at Harrisburg meeting that price ceilings on farm products as now established and enforced are a deterrent to production.

June 29—Northeastern Dairy Conference holds special meeting to discuss

critical dairy feed situation developing in Eastern Seaboard area.

July 1—The resignation of Francis P. Willits, Jr., as assistant manager of Inter-State becomes effective, he having accepted a position with Borden Farm Products Company.

July 17—National Cooperative Milk Producers' Federation, representing 300,000 dairy farm families, holds meeting in Chicago, at which adequate and actual prices (without subsidies) is emphasized as the need to assure adequate milk production. Stamp plan for low fixed income groups suggested in place of subsidies.

July 28—Inter-State's Board of Directors requests Pennsylvania Milk Control Commission and Food Distribution Administration at Washington to hold hearings as soon as possible for consideration of needed increases in producer prices for milk.

July 29—Appeal hearing before New Jersey Board of Milk Control on proposed \$.23 increase in Class 1 price in New Jersey.

August 1—Butter point values increase from eight to ten per pound. With most sales in quarter-pound lots, grocers usually collect 12 points per pound.

August 1—Consumer subsidy being paid through dealers is cut \$.10 per hundredweight without advance hearing or warning.

August 9—Long delayed price increase in New Jersey becomes effective in spite of appeals. Inter-State insisted, before the Board of Milk Control, since appeal was taken only by North Jersey dealers it should not affect South Jersey. This position was eventually upheld.

August—First court appeal under Marketing Order No. 61 for the Philadelphia area is made by Wawa Dairy Farms, the issue being the location differential at their plant at Wawa, Delaware county.

August 18—Hearing held at Hollidaysburg for consideration of increases in producer prices in Johnstown-Altoona and Central marketing areas.

August 19—Similar hearing at Harrisburg for consideration of price increases in Harrisburg, York, Lancaster and Schuylkill marketing areas.

August 19—Hearing held before Judge Fred Colie on appeal of North Jersey dealers against price increase. Outcome was that appealing dealers are required to file escrow funds. Increases apply to other dealers.

August 21—OPA issues order intended to prevent producers moving from market to market. Details not known and method of enforcement obscure.

August 25—Inter-State's Board of Directors repeats its demands to Dairy and Poultry Branch of FDA for hearing in Philadelphia market, pointing out that State has completed its hearings and further action appeared to be held up pending Federal action in Philadelphia.

August 31—Year's work completed with 834 new producer's marketing agreements accepted and put into effect, the record since establishment of the Cooperative.

September 1—Butter point values raised to 12 per pound.

September 15—Dates of 1943 annual meeting of Inter-State announced as November 29-30.

September 23—Hearing opens at Philadelphia on proposed changes in marketing order.

September 24—Hearing completed on price issues. Inter-State demands action at earliest possible moment.

September 25—Action comes. Radios carry news that Washington announces a "Dairy

Feed Payment" program for the milk producers in the country, with payments ranging from \$.25 to \$.50 per hundred pounds.

September 27—Price hearing held at Trenton by New Jersey Milk Control Board.

September 28-29—First time in its history, National Cooperative Milk Producers' Federation holds general meeting at Washington, D. C., this meeting generally being credited with arousing Administration into the action which resulted in the so-called "Dairy Feed Payment" program.

September 30—O. H. Hoffman, Jr., Inter-State's general manager, testifies before Senate Committee on Agriculture on milk price problems.

October 1—Milk sales quota plan goes into effect. Dealers in specified marketing areas limited to fluid milk sales of 100 percent of June sales, cream and by-product sales to 75 percent of June sales.

October 1—Butter point values again boosted, now 16 per pound.

October 1—Original effective date of new milk price orders for all Pennsylvania markets except Philadelphia and Philadelphia Suburban areas. These orders withdrawn because of lack of OPA approval.

October 13—Announced from Washington that milk subsidy payments in Pennsylvania, Maryland and Delaware will be

Subsidy on Nov.-Dec. Milk Available In January

THE SUBSIDY payments to milk producers on milk marketed in November and December will be paid through the county AAA committees during January. Applications for these subsidy payments must be made not later than January 31. The procedure to be followed will be very similar to that followed in November in obtaining the subsidy payments on the milk produced in October.

Application can be made at the AAA office of the county where the producer is a resident or, in many cases, at designated places about the county on certain days, as scheduled by the county committee. It is believed that general publicity will be given to such plans through local newspapers.

We have been informed by the Cecil County, Md., AAA committee-men that applications will be received from producers at the AAA office, 117 North Street, Elkton, Md., between 9:00 a.m. and 5:00 p.m. on January 15, 18, 24, 25, 26, 27 and 31; at the Cecilton Parish House between 9:00 a.m. and 5 p.m. on January 22; at the Bayview Hall from 7:00 p.m. to 9:00 p.m. on January 20; and at the Western Maryland Dairy plant in Rising Sun between 7:00 a.m. and 3:00 p.m., January 20 and 21. These arrangements apply only to Cecil County producers.

In all cases, it is necessary for the producer to show evidence of the

\$.40 per hundredweight; in New Jersey, \$.50 per hundredweight, with payments to be made to individual producers through county AAA committees.

November 1—Price increases for Pennsylvania markets re-issued to be effective this date, but withdrawn and not made effective because of lack of OPA approval of corresponding retail price increases.

November 4—Hearings opened in Senate Committee on Agriculture on revised Eastland-McClellan bill to provide higher prices to milk producers.

November 29-30—Eighth annual meeting of Inter-State Milk Producers' Cooperative—28th of organized milk producers in Philadelphia Milk Shed. New records in attendance and interest established.

November 30—Month completed with producers, as defined in Philadelphia Marketing Order 61, falling almost 11 million pounds short of supplying the market needs.

December 2-4—Twenty-seventh annual meeting of National Cooperative Milk Producers' Federation held in Chicago. Meeting was splendid example of growing strength of organized dairymen of the country.

December 7—Governor's conference on milk held in Philadelphia, with representatives of Governors of twelve northeastern states in attendance.

amount of milk shipped and for this purpose the statement accompanying his milk check will be satisfactory. Producers being paid by Inter-State are supplied with a supplementary statement, showing the pounds of milk delivered and the period covered, which can accompany the application. Since this is an extra record the producer can retain his complete statement thus reducing the possibility of losing it. Or this extra slip may be mailed with the application with no need of having it returned.

We have been informed that producers who did not get their subsidy on October production should see their county committeemen, as arrangements have been made to extend, under certain conditions, the payment date for that period.

An official announcement has been made that the subsidy payments will continue through January, presumably at the same rates that prevailed the preceding three months. These rates are \$.40 per hundredweight in Pennsylvania, Maryland and Delaware and \$.50 per hundredweight in New Jersey, except that producers shipping to the New York market will have their payments reduced by \$.15 on milk produced in November, December and January as compared with the rate paid on October production.

It's getting so life is just one banned thing after another.

Secondary Markets

Trenton

The Trenton Inter-State Milk Market Advisory Committee held its annual meeting on December 21 and of their number they elected **Wm. Lauderdale**, Lambertville, N. J.; **M. Hubert Walton**, New Hope, Pa.; **H. H. Fisher**, Stockton, N. J.; **Eugene Stapler**, Yardley, Pa.; and **Albert Bowe**, Columbus, N. J., as members of the Executive Committee.

Other members of the Advisory Committee are: **Walter L. Stelle**, Trenton, N. J.; **Frank Magill**, Doylestown, Pa.; **Amos Kirk**, Newtown, Pa.; **James B. Johnson**, Pennington, N. J.; **Jos. B. Thompson**, Titusville, N. J.; **Harry L. Titus**, Hopewell, N. J.; and **B. R. Buchanan**, Stockton, N. J.

Mr. Lauderdale was continued as president of the committee and H. H. Fisher as secretary-treasurer, while **Frederick Shangle** was continued as manager.

The committee, at its December meeting, took strong action against subsidies in lieu of fair prices for milk, asserting that proper prices would be an incentive to production.

The Trenton area was well represented at the annual meeting of Inter-State and comments on the meeting were complimentary, with a lot of enthusiasm being expressed over the talk made by **Albert S. Goss** at the banquet.

Lancaster

The Advisory Committee for the Lancaster Inter-State Milk Market for the ensuing year is comprised of: **Walter L. Binkley**, Lititz; **Melvin Boyce**, Quarryville; **Harry F. Brubaker**, Lancaster; **John E. Forry**, Lancaster; **Walter E. Herr**, Millersville; **LeRoy Kreider**, Gordonville; **Wm. McGleisner**, New Providence; **W. B. Rosenberry**, Lancaster; and **Walter L. Shank**, Lancaster. These members were elected at the meetings of the respective locals.

Early in December the Office of Defense Transportation held a meeting at Lancaster, at which milk producers, distributors and haulers were represented, the meeting being called to emphasize the need for further economies in the transportation of milk from farm to market.

A committee known as the Lancaster County Dairy Industry Transportation Committee, consisting of four producers, four distributors and four haulers, was established

for the purpose of studying this problem.

This committee elected **Walter E. Herr** as its president, **John E. Forry**, vice-president, and **Walter L. Shank**, secretary-treasurer.

Wilmington

Milk production in the Wilmington area has increased in the last month but is still below the needs of the market. It is hoped that all members from New Castle county attended the meetings held January 14, 18 and 19, to discuss ways of increasing milk production and of combatting dairy cattle diseases. Anyone who may have missed the meetings can secure summaries of the information covered at the meetings from his county agricultural agent.

Plans are being developed to hold the annual District 9 (New Castle county) dinner meeting of Inter-State members at Red Lion, Delaware, on Tuesday, February 8.

Please mark this date on your calendar right now.

South Jersey

The Executive Committee of the South Jersey Inter-State Milk Market, as elected by the Advisory Committee, follows: **Job Hargrove**, Vincentown; **B. H. Allen**, Vincentown; **J. Willard Gardiner**, Mullica Hill; **Robt. P. Duffield**, Mullica Hill; **Russell Hiles**, Woodstown; **Dewey Elwell**, Salem; **Bel-ford P. Moore**, Elmer; **Elwood R. Smith**, Bridgeton.

This committee met in mid-December and elected **J. Willard Gardiner**, president; **Robert Duffield**, vice-president and **Arthur Waddington**, secretary.

The committee, at its December meeting, took action to inform the United States Senators and Congressmen from that area of their position on subsidies.

Dr. George Taylor, of Rutgers University, discussed the feed situation with the committeemen, while **Frank Pettit**, newly elected director, reported on the Inter-State annual meeting. This meeting was attended by 69 members and friends from the South Jersey area.

Silence is what you don't hear when you listen.

Flattery is just soft soap, and soap is 90 percent lye.



The picture of these hogs was submitted by Dean Adams, Belleville, Pa. We wonder if they are still eating like hogs or have gone the way of all porkers in the Food for Victory program.

It Pays to Condition Dry Cows Properly

It has always paid dividends at the milk pail to condition dry cows and heifers properly before freshening—but now it's a means of stretching the feed supply, says **Dr. George E. Taylor**, extension dairyman at Rutgers University.

The reason, he explains, is that an animal freshening in a thin, run-down condition seldom if ever hits her stride in milk production during the following lactation period.

"A mature cow should be allowed a dry period of six to eight weeks, during which time she should be given all of the hay and silage she will eat," Dr. Taylor advises. "The amount of grain needed, in addition to roughage, will depend somewhat upon the condition of the animal. Most good cows need about six to eight pounds of grain daily for the first four to six weeks of the dry period. The grain ration can be made up of a mixture of cereal grains, thus conserving protein for the milking herd. Heavy grain feeding should be discontinued a week or 10 days before calving."

"Growing heifers can and should be raised on maximum roughage feeding. Grain feeding, however, should be started about two months before calving. A daily allowance of five to six pounds of grain is usually sufficient to put a heifer in good condition of fleshing."

Animals that are in good condition will not only produce about five to 10 percent more milk compared to a cow that is thin in flesh, but they will also produce more butterfat during the first month and a half of the lactation period, the extension dairyman points out. It is indeed a grain saving practice to build up and condition a dairy cow properly before calving by feeding all the roughage she will eat and a grain ration containing ample calcium and phosphorus in addition to one percent salt.

Two More Milk Lessons

New Nutrition Lecture and Quiz Show Augment Dairy Council Program Material

"Filling Your Food Prescription"

THE LATEST method for projecting the story of milk has been devised by Mrs. Duncan Crowley of the Dairy Council Nutrition Staff.

In the form of an illustrated talk, Mrs. Crowley has introduced the drug store motif into a nutrition lecture especially designed to meet present day needs.

"Filling Your Food Prescription" is the title of this new project in which it is pointed out that our daily food requirements amount to nothing more than a formula of balanced ingredients, such as any doctor might prescribe for an ailing patient.

Large, colorful placards portray the seven major food groupings:

- Milk
- Vegetables
- Fruits
- Eggs
- Meat, fish, cheese, or legumes
- Cereal or bread (whole wheat)
- Butter

These represent the component parts of a food apothecary's complete supply shelf.

The paradoxical touch to the talk is the fact that, although using the drug store as a theme, the last place in the world where one might ordinarily go to get his dietary needs would be to such an establishment. The much publicized vitamins exist in such abundance in so many of our normal, everyday foods as to eliminate the need for artificial methods.

"No," Mrs. Crowley states, "the drug store is simply introduced as a novel way of illustrating a story—a story so important that it must be told, and told again in many different ways to many different people."

With the aid of highly visual and self-explanatory charts, Mrs. Crowley breaks down the family meals for an entire day and builds up a graphic, convincing analysis of the contribution each food makes toward a balanced, sustaining diet.

Special emphasis is placed on meat substitutes—quite an item for these lean days when the butcher cannot always supply as much protein-giving food as might seem necessary. The corresponding values of cheese, fish, and legumes are demonstrated as good meat replacers.

Instead of using the conventional



If a grocer were called upon to fill a "food prescription" as an apothecary fills a "drug prescription," his shelves would be filled with jars similar to those shown in this illustration. Then too, using such food prescriptions regularly reduces the need for drug prescriptions.

type of graph, the illustrations include test tubes on which appear, in varying colors, the amount of each food element supplied by every food group in an average day's meals.

One chart shows that milk does more than its share, in every column, toward attaining a solid foundation on which to base the daily meals.

Another chart, with butter, is the final in the series and shows what each food grouping has contributed in the order explained in the illustration.

With such conclusive proof of the need for carefully compounding our food formulae, Mrs. Crowley concludes with the observation that "if we take more care in filling our food prescription, we should have need for fewer doctors' prescriptions."

The absent-minded professor walked into the village barber shop, sat down in the chair, and requested a haircut.

"Certainly, sir," said the barber. "Would you mind taking off your hat?"

The professor hurriedly complied. "I'm sorry," he apologized. "I didn't know there were ladies present."

Keep all milk statements. They are important business records.

"Brain Busters"

A New Quiz Show for Junior Highs

MISS LOUISE EVERTS, of the Dairy Council's dramatic staff, is presenting a new quiz show called "Brain Busters" to junior high school audiences.

Contestants from the student body of each school are chosen to participate in the contest. Miss Everts conducts the questioning, all of which is along the lines of milk and nutrition, and the program is interspersed with a humorous dialogue between contestants and conductor.

Along with the health lesson is a strong plea to the students to buy more stamps and bonds—a timely subject.

Miss Everts, who has been working with junior high school students for many years, is exceptionally capable in keeping the program at a high pitch and in bringing forth the best from each student contestant.

Here is one of the best shoe gags we have thus far garnered:

"No," said the woman customer, "I don't like those. They tend to get wider as they get older."

"Well, madam," queried the candid clerk, "didn't you?"

300 Dairymen Join New Co-Op Breeding Association

DAIRYMEN of Lancaster and York counties in Pennsylvania have organized the Southeastern Pennsylvania Artificial Breeding Co-operative, which started operations early in January. The office, laboratory and bull barn of the co-operative are located at Landisville, in Lancaster county.

Approximately 300 farmers have taken out membership in this co-operative organization, which is the first of its kind in Pennsylvania to be set up on a stock basis, one share of common stock being a prerequisite for membership.

Approximately 4,000 cows owned by these 300 members are enrolled in the organization, they being of the Holstein and Guernsey breeds.

The directors, including the officers, of the new organization are as follows: **Earl Groff**, Strasburg, president; **Ben. Bushong**, Columbia, secretary; **Lloyd Nolt**, Landisville, treasurer; **A. E. Brown**, Nottingham; **J. T. Hastings**, Kirkwood; **Abner Risser**, Elizabethtown; **Elvin Hess**, Strasburg; **Paul Longenecker**, Lancaster, and **H. K. Martin**, Goodville.

The manager is **Wm. Schaeffer**, who has had eleven years' experience as dairy herd improvement association supervisor in York county, followed by six years as herdsman at Old Forge Farm in York county.

The veterinarian in charge is **Dr. Robert Gutzwiller**, a graduate of the veterinary school of the University of Pennsylvania, who has been engaged for the past eighteen months in southern New Jersey on work similar to his new duties with the Pennsylvania organization.

The committee in charge of selecting herd sires insisted upon getting bulls showing either high production in their pedigrees or the ability to sire high-producing offspring. The Holstein bulls are Dunloggin Goldmaster, whose seven nearest dams average 22,936 pounds of milk and 843.6 pounds of butterfat; Lauxmont Rag Apple Pilot, with four of his seven nearest dams averaging 19,247 pounds of milk and 722.4 pounds of butterfat; and Chief Piebe Gerben Colantha Hero, with 39 tested daughters showing an average of 18,880 pounds of milk and 649 pounds of butterfat, which figures are almost identical with the production records of their dams.

The Guernsey bulls secured are McDonald Farms Countryman, whose seven nearest dams average

13,737 pounds of milk and 684 pounds of butterfat; Quail Roost Valor's Foremost, with five daughters which average 8,621 pounds of milk and 445 pounds of butterfat, as compared with an average production of 7,212 pounds of milk and 370 pounds of butterfat by their dams; Frewvale Illustrator, whose seven nearest dams average 13,083 pounds of milk and 658 pounds of butterfat; and Glenburnie Leader, with 21 daughters averaging 9,409 pounds of milk and 451 pounds of butterfat, as compared with an average by their dams of 8,012 pounds of milk and 380 pounds of butterfat.

An active part in the development and starting of operations in this new organization has been taken by **H. K. Martin**, Inter-State director and **Chas. E. Cowan** and **Clayton L. Keener**, Inter-State field representatives.

Meeting Calendar

January 24—New Jersey Farm Bureau, Stacy-Trent Hotel, Trenton, N. J.
January 25—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
January 24-28—New Jersey Farmers Week—Trenton, N. J.
January 27—Dinner meeting, Marklesburg and McConnellstown Locals, District 13, Marklesburg, Pa., Reformed Church, 12:00 noon.
January 27—Dinner meeting, balance of District 13—Abbey Reformed Church, Huntingdon, Pa., 7:00 P.M.
February 2—District 21 dinner meeting, Bedford, Pa., 6:30 P.M.
February 3—District 20 dinner meetings, noon and evening—Watch for notice by mail of hour and place for your Local.
February 8—Altoona-Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.
February 8—District 9 dinner meeting—Red Lion, Del.—Hour to be announced.
February 15—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
February 15—District 1 dinner meeting—Trappe, Pa., 12:00 noon.
February 16—District 15 dinner meeting—Hour and place to be announced.
February 17—District 23 dinner meeting—Bridgeton, N. J., Hour and place to be announced.
February 24—District 17 dinner meeting—12:00 noon. Place to be announced.
March 14-15—Northeastern Dairy Conference—New York City
March 23—District 8 dinner meeting—Hour and place to be announced.

An interesting booklet "Food, Feed and Fertilizer" has recently been published by the National Fertilizer Association, 616 Investment Building, Washington 5, D. C. If you want a copy, write them, asking for pamphlet No. 137.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during November, 1943.

Farm Calls.....	1092
Non-Farm Calls.....	233
Butterfat Tests.....	2653
Plants Investigated.....	36
Herd Samples Tested.....	110
Brom Thymol Tests.....	164
Microscopic Tests.....	52
Membership Solicitations.....	334
New Members Signed.....	50
Meetings.....	85
Attendance.....	2066

New Jersey Dairy Day At Trenton, January 26

The annual Dairy Day for New Jersey dairymen will be held at the War Memorial Building in Trenton on Wednesday, January 26, with an all-day meeting and a banquet in the evening. The Wednesday morning session will be devoted to sanitation and nutrition, while the afternoon session will cover dairy marketing problems.

On the morning program will appear **Dr. R. A. Hendershott**, president of the Veterinary Medical Association of New Jersey and **Dr. L. J. Tompkins** of the New York and Kings' counties Medical Milk Commission, together with **Walter C. Berger** of the Food Distribution Administration in Washington.

Speakers on the afternoon program include **Charles J. Blanford** and **Wm. P. Sadler**, administrators of the New York and Philadelphia milk marketing orders; also **Thomas L. Lawrence**, manager of United Milk Producers, and **Ken E. Geyer**, general manager of the Connecticut Milk Producers' Association.

The banquet at the Stacy-Trent Hotel on Wednesday evening, will be presided over by **Colonel Arthur F. Foran**, Director of Milk Control. Speakers will be **Governor-Elect Walter E. Edge** and **Daniel P. Wooley** from the New York OPA office.

A meeting on Thursday will be devoted to livestock and crops, with several noted livestock men and agronomists on the program.

It was at a fashionable wedding. The bridegroom had no visible means of support save his father, who was rich. When he came to the part of the service where he had to repeat: "With all my worldly goods, I thee endow." The fathersaid in a whisper that could be heard all over the church, "Heavens. There goes his bicycle."

Suggest New Oat Varieties For Pennsylvania Farmers

Three new oat varieties are being recommended for Pennsylvania conditions by **R. R. Cooper**, agronomist at Pennsylvania State College. These varieties are Vicland, Boone and Tama.

Demonstrations by the College in 1943 showed that these three varieties yielded 55, 56 and 54 bushels per acre respectively, which was ten to twelve bushels more than varieties more commonly grown. The relative success of the new varieties will likely vary from year to year according to weather conditions. These varieties are said to be especially resistant to stem and leaf rust and to smut. They are also resistant to lodging and, because of their early maturity, should be well adapted to sections where later varieties are seldom satisfactory.

It is stated that these three varieties are all short strawed and not satisfactory for oat hay. These same characteristics, however, make them suitable as cover crops for the seeding of legumes and grasses.

Rust Preventive Protects Farm Machinery

The farmer who wants to save time and labor in keeping his machinery bright and usable would do well to invest in one of the new rust preventive compounds, says **W. C. Krueger**, extension agricultural engineer at Rutgers University.

He reports on tests conducted at the University of Illinois, showing the length of time protection is given by various materials, with crank case and transmission oil preventing rust for from seven to thirty days outdoors. Axle grease and pressure gun grease gave protection from sixty to ninety days, while rust preventive compounds gave protection for from nine months to over a year. The period of protection is considerably lengthened, of course, when the machinery is kept under cover.

It is stated that the best type of rust preventive is the soft grease type which may be brushed on metal surfaces and gives protection for ten months or longer.

Some men are like wheelbarrows—they go around only as they are pushed.

During the last war a censor came upon this closing sentence in a letter addressed to the wife of a soldier in France: "Don't write me no more nagging letters; they don't do no good. Let me enjoy this war in peace."

Good advice for these war days.



This farm boy stopped bullets intended for you . . .

JOE MARTINEZ, Colorado farm boy, his battalion bogged down under withering fire from Jap positions on Attu, arose alone and advanced into a hail of bullets to clean out trench after trench so his battalion could advance. He died with his rifle at his shoulder, pumping lead into the enemy. Let every man who was once a farm boy himself buy an extra war bond in Joe's honor . . . for Joe took the bullets aimed at the heart of America!

The 4th WAR LOAN is your opportunity to do something about it!

You Can Buy Extra Bonds! We are asked to buy extra War Bonds at once. Our boys at the front are depending on us in this Fourth War Loan. Our patriotic impulse is to say "yes" first and look around for the money afterwards. Let us obey that impulse! It will do us good . . . in more ways than one!

Think! We are asked to make an investment, not a sacrifice . . . like Joe Martinez! We are asked to invest the money we would normally use to replace automobiles or farm machinery or repair buildings and fences. We are asked to build up a financial reserve for unfavorable years that may come later, or for the education of the children, unexpected hospital bills, or the payment of taxes and debts.

Ask yourself: Have I a single valid reason why I should not buy extra War Bonds?

Then, like Joe Martinez, make your decision and act!

Will you show this badge of honor in your window?



You Never Get Less Than You Lend!

And you get 1/3 more than you invest. When held 10 years, War Bonds yield 2.9% interest compounded semi-annually. You get back \$4 for every \$3.

Cash When You Need It. If an emergency comes along, Uncle Sam will redeem your War Bonds in cash—at full purchase price—any time after you've held them 60 days.

Facts About War Bonds (Series E)
You can buy War Bonds from your bank, postmaster, mail carrier or farm organization. Don't wait. Do it by mail if you can't get to town!

You Lend Uncle Sam	Upon Maturity You Get Back
\$18.75	\$25.00
37.50	50.00
75.00	100.00
375.00	500.00
750.00	1000.00

For America's Future, for Your Future, for Your Children's Future, Invest in EXTRA War Savings Bonds

Keep Backing the Attack!

This advertisement prepared under the auspices of the War Advertising Council and the U. S. Treasury Department

This space is a contribution to our Country's 4th War Loan drive by
INTER-STATE MILK PRODUCERS' REVIEW

PHILADELPHIA 8, PA.

Dairy Prices Out of Balance

REPORTS on milk production for December show that the extreme drop experienced in October and early November was only temporary. The productive capacity of dairy farms in this section was strong enough to bring production back at the beginning of the year to a point almost equal to production level a year ago. The 5,000-herd average, published by the Department of Agriculture, although differing somewhat from the figure reported by the Market

Administrator, has proved to be a very satisfactory indicator of production trends during the past year.

The average delivery per day of these 5,000 shippers during the week ending January 1, 1944, was 254.7 pounds, compared with 258.5 pounds during the week ending January 2 last year. This was 1.5 percent less than last year which, in turn, was 4 percent under the 1942 figure.

Supplies of fluid milk in the larger eastern markets, according to the USDA "Monthly Domestic Dairy Markets Review," were ample at the end of December and some milk was going into manufacturing channels. Lighter consumption during the holiday period accounted for a part of the improved supply.

The sweet cream market at Philadelphia was experiencing some improvement in supplies which re-

sulted in a decline in the price for cream approved for Pennsylvania only of 50 cents per can on cream arriving from outside the market. The supplies of cream approved for Pennsylvania, Newark and Lower Merion Township were reported by the War Food Administration to be ample, and some increase was shown during the first week in January. The price of cream approved for Pennsylvania only ranged from \$24.00 to \$25.50 per can, and cream having all approvals, continued at \$26.00 per can.

A slight weakening in the December cream price was indicated by the Market Administrator's calculations for the price of Class II milk. The average was \$25.46875 compared with \$25.50 for November. In spite of this drop in the cream price, the Class II price actually increased due to action of the War Food Administration in determining a higher value of dry skimmilk used for animal feed, this being a factor in the Class II price formula.

The butter outlook at the end of the year continued even more bleak than it had been a month earlier. The USDA "Report on Creamery Butter Production" for the week ending December 30, 1943, shows production running 21 percent less than the same week a year ago. Earlier in December, production ran 12 to 19 percent less than a year earlier. Compared with the corresponding 1943 periods production in Iowa was down 11 percent; in Minnesota, 24 percent; and in Wisconsin, 31 percent.

Supplies of butter for civilian use, being dependent on current production, continued at extremely low levels, especially in the eastern population centers. In commenting on the butter supply, the "Producers Price Current" stated that the present trend in butter production shows little likelihood of improvement "as long as exceptionally heavy diversions to fluid milk, cream and dried whole milk are permitted and encouraged." An amendment to the OPA order establishing butter prices became effective in mid-December, designed to bring a more equitable distribution of available supplies among the different types of stores.

The future outlook for butter was discussed by Dr. T. G. Stitts, Chief of the Dairy and Poultry Branch of the Food Distribution Administration, in an address before the American Butter Institute. Dr. Stitts called attention to the dried whole milk field as having been a haven for government regulation

dodgers and to the fact that a much larger than normal quantity of cream has been moving into cold storage. Dr. Stitts estimated that the civilian share of our butter supply on a per-capita basis will be about one pound per month. He stated that we are not supplying the British with any butter, but that we probably will send about the same quantity of butter to Russia as was shipped in 1943. Australia and New Zealand are providing our armed forces with about 20 million pounds of butter in a year on a reverse Lend-Lease basis.

Cream hoarding, referred to by Dr. Stitts, has been causing an unusual amount of concern. The "Dairy Record," a mid-western dairy publication, stated in its December 22 issue, that the bulk of this hoarding was taking place in New York, New Jersey and Pennsylvania. They admit, however, that last year, Ohio had only 2,000 cans in storage, whereas on December 1 this year, it had 11,000; and Illinois, Wisconsin, Minnesota and Michigan increased their storage holdings from 14,000 to 40,000 cans. California had no cream in storage last year, now has 30,000 cans.

A look at the total figure as of December 1, reported in "Monthly

Cold Storage Report" of the War Food Administration, discloses that there were 435,000 cans of 40 percent cream in storage on December 1, 1943, compared with 128,000 on December 1, 1942. The efforts of the Government to induce utilization of butterfat in butter does not appear to be having much success. The problem seems to hinge around the price of butter, which at the present level, simply will not attract butterfat from these other uses.

Little change in fluid milk prices either to producers or to consumers has occurred in the past month. The Bureau of Agricultural Economics reports, however, that price of Class I milk in the Minneapolis and St. Paul market dropped 6 cents per hundredweight on December 1. Likewise, Wheeling, West Virginia, had a 4-cent drop in the Class I price, but the following markets received price increases as indicated: Detroit, Mich., 8 cents; Kansas City, Kansas, 11.5 cents; Kansas City, Missouri, 4.5 cents; and Lexington, Kentucky, 10 cents.

The Springfield, Massachusetts, Class I price advanced on December 6 from \$4.02 to \$4.25 for 3.7 percent milk. The retail price went up one-half cent per quart at the same time.

CLIPPER REPAIRS

Keep your Andis electric clippers in good repair so you can continue to keep your stock clean with less work. Save costly repair bills later by having your Andis Clipper serviced AT THE FACTORY, now. While we cannot build new clippers, we can help you make your old clippers last longer.

ANDIS CLIPPER CO., Dept. 17 • RACINE, WISCONSIN



Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPER SERVICE

Stewart clippers cleaned and repaired. Blades sharpened, 50¢ per set. Enclose 10¢ additional for postage. Prompt service. C. H. Fownall, Nottingham, Pa. R2. Inter-State member.

There is nothing truly valuable which can be purchased without pains and labor. —Joseph Addison.

Members Free Advertising

HELP WANTED

WANTED: Reliable single man to assist with dairy and poultry. Reference required. Norman C. Maule & Sons, Brookdale Farm, Quarryville, Pa.

Inter-State Members.....

Here are the conditions for

Free Advertising in the Review

This new service, requested by the delegates at their last annual meeting, makes the REVIEW even more your own paper.

Use its columns to tell other Inter-State members what you have for sale from your farm or what you need for your farm.

Here Are the Rules

1. Members who are currently active and on whose milk commissions are regularly received are entitled to use the columns of the REVIEW for advertising "for sale" or "wanted" products or services without charge to them but subject to the following rules:
2. Products advertised as "for sale" or "wanted" must be those of livestock, crops, products, or services produced or to be used on the farm or of machinery that was originally purchased for use on, or is to be used on the member's farm. This advertising space will not be available for advertising products or services for which the member may be an agent or salesman. Such advertisements may be carried as regular paid advertising.
3. Inter-State will accept and print advertisements submitted by members which meet the requirements set forth herewith but is not in position to investigate the quality of goods or services offered or any claims set forth in the advertisement.
4. The advertisement will be set in 8 point type (9 lines to the inch), without display. (Same type size as this paragraph) Maximum space which a member may use in any issue is one column (a space the full width of one column and one inch in depth.)

Send your ads so they will reach us by the 10th of the month if possible, never later than the 13th.

LONICERA FARM HERD DISPERSAL

Friday, February 18, 1944

On The Fair Grounds
HATFIELD, PENNSYLVANIA

This herd of Guernsey Cattle located at Douglassville, Pennsylvania, WARREN F. WHITTIER, Owner, Consists of

40 Cows, 9 Heifers due in January and February, 11 heifers bred in August and September and 10 yearlings, 2 Exceptionally well bred herd sires. 27 cows are fresh since October or due by sale day.

This is one of the high producing herds in Pennsylvania, thorough records of each cow have been kept with lifetime production assimilated.

Lactation records are from 10,478 pounds milk as two-year-olds to above 13,000 pounds milk at maturity.

18 are daughters of Quail Roost Prince Maxim, 5 A.R. daughters; he by High Point Prince Maxim out of Polly of Quail Roost, 732 pounds fat; next dam 820 pounds pounds fat.

Herd sires are a grandson of Langwater Reveller, sold for \$10,000, and Lonicera Guardsman whose grandam Estafette of Abbeyleix has 837 fat Class AA.

Dairymen and Guernsey Breeders will find in this sale exceptionally high producing dependable cattle for additions or foundation purposes.

For Catalogs Write—THE PATE SALES COMPANY
2064 Lawrence Road, Trenton, N. J.

Clean Water in Cooler A Help to Quality

Undesirable odors and flavors in milk can be picked up in many different ways. An Inter-State fieldman was recently called upon to trace down trouble of that kind. He found it when he opened the lid of the milk cooler. The water in that cooler was stale and contaminated and, in his words, the odor coming from that cooler "would have knocked Superman for a loop."

Careful watch of the water in the cooler is necessary and whenever the water becomes dirty or shows any contamination whatever the cooler should be drained, thoroughly cleaned, and filled with fresh, clean water. This is not much of a job and is highly preferable to having milk rejected or spoiled because of any odor it might pick up from the cooler.

●

Bulk in Cow's Grain May Be Unnecessary Expense

Bulk in the dairy grain ration can often be expensive, yet Enos Perry, extension dairyman at Rutgers University, reports that there are still some dairymen who are willing to pay high prices for such bulky feeds as bran, ground oats and cob meal. This, he says, is unnecessary.

"Newer knowledge of the normal movement of feeds through the digestive tract of cows minimizes the importance of bulk in the grain ration," Mr. Perry says. "As long as cows get those very bulky feeds such as hay, silage and pasture, there is no cause to worry. All that they eat and drink goes directly to the rumen or first division of the stomach. Here is always found large amounts of bulky material such as hay, silage and straw. The contents of the rumen are quickly and uniformly mixed at all times, due to the normal movement known as peristalsis. Any single feed, whether bulky or not, quickly loses its identity soon after it is swallowed."

Mr. Perry warns that it pays to be on the lookout to see that bulky grain does not run up the cost of the grain ration when other ingredients might supply more nutrients at much less money. He cites soybean oil meal and crushed wheat as examples of feeds which not only supply considerably more nutrients per ton than wheat bran but which have also been more economical in recent weeks.

Rufus—"How yu all gettin' alon' wif yu 'rithmetic?"

Susan—"Well, I've learned to add up the oughts but the figures still bother me."

SELL THE MILK YOU SAVE!



Saved with BEACON CALF STARTER

Milk production is low. Milk consumption is up. Milk prices are higher. Milk and milk products are essential foods for Victory.

Now, if ever, the milk producer should market every possible quart of milk he can lay his hands on. That's why we say, feed BEACON CALF STARTER—or any good calf starter—and SELL THE MILK YOU SAVE. It's really a considerable saving—up to 500 quarts or more per calf when you feed Beacon starter.

You bet it's worth saving . . . and selling. And particularly so when Beacon Calf Starter offers you a ration that will help to keep your calves in first-class condition . . . help to promote optimum growth and health . . . help to develop them into large high-producing cows.

★ Beacon is doing its level best to produce enough Beacon Calf Starter to satisfy the demand. If your dealer is temporarily unable to supply you, please be patient. Remember every pound of Beacon Calf Starter is saving food for Victory.

THE BEACON MILLING COMPANY, Inc., CAYUGA, N.Y.

The war bonds now offered us are actually advance payments on the things we can't get until the war is over.

INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PROCESSORS ASSOCIATION, Inc.

Vol. XXIV

Philadelphia 8, Pa., February, 1935

No. 10

Library,
Dept. of Agr. Economics,
Cornell University,
Ithaca, N. Y.



Eugene Wyble Photo

A Design In Shadows



ROUND TRIP DOLLARS

Money invested in war bonds goes to work on the Axis and then comes home to work on the farm. Start it on its way—today!

Oleo Crowd Again Defeated Maybank Bill Beaten in Senate

THE MOST recent battle of the oleo interests versus the public has been won by the public. This was the effort of the oleo manufacturers' association to have the manufacturers' tax on colored oleomargarine removed for the duration. Another phase of the same battle was the effort of the same interests to reduce sharply the wholesalers' tax on colored oleomargarine and to word the definition of a wholesaler in such a manner that wholesalers could readily escape the tax altogether.

The amendment further provided for the complete repeal of the retail tax on all oleomargarine until six months after the termination of hostilities.

The present manufacturers' tax on the colored oleo is \$600 per year and the wholesalers' tax is \$480. The defeated amendment would have reduced the wholesalers' tax to \$200.

It is now believed that this controversy of oleo versus the public has been settled for this session of Congress. We are never sure of such matters, however, especially remembering that only a few months ago it had been agreed by the sponsor of similar legislation in the House that the matter would not be brought up again during this session of Congress. You will remember, however, that in November the Fulmer Bill was suddenly brought up for consideration, its objectives being quite similar to the Maybank amendments to the revenue bill, which were recently defeated in the Senate.

Apparently three major considerations affected the outcome of this oleo fight. One was the general objection to attaching this repealer as a rider to a revenue bill; second was the desire to discuss the entire subject on its merits before the respective committees on agriculture; and, third, was hesitancy at discarding so lightly legislation that has been on the books for more than half a century.

Leading the fight on the side of the public was **Senator Robert M. LaFollette, Jr.**, of Wisconsin, and among his assistants was **Senator James J. Davis** of Pennsylvania. The final vote for the adoption of this amendment, which would have

helped the oleo people, showed one Senator from Inter-State territory in its favor—**Joseph Guffey** of Pennsylvania.

Senators opposed to the measure were **Buck and Tunnel** of Delaware; **Radcliffe** and **Tydings** of Maryland; **Hawkes** and **Walsh** of New Jersey and **Davis** of Pennsylvania. The final vote of the Senate was 55 against the adoption of the amendment and 23 for its adoption.

O.P.A. Reversed in Decision On Patronage Refunds

IT HAS been ruled that the payment of patronage dividends by farmer cooperatives is not a violation of OPA price ceilings.

This decision was handed down by **L. H. Schwollenbach**, U. S. District Judge for the Eastern District of Washington in settling a suit instituted by **Chester Bowles**, Administrator of OPA, to enjoin the Inland Empire Dairy Association from paying patronage dividends on fluid milk received from member and non-member producers.

In his decision, Judge Schwollenbach declared that to rule otherwise would lead to ultimate destruction of the farmers' cooperative structure throughout the nation. He answered OPA's argument that the dividend system would "torpedo" the price control program and open the flood gates for inflation, the court stating that the only price control which directly serves to prevent inflation is that at the point of price to the ultimate consumer, which in this case was 13 cents and was observed by the cooperative.

"The amount of money which goes into circulation as a result of the production and distribution of a product depends on this ultimate price," Judge Schwollenbach said, "and the ceiling price has been observed in this case."

A somewhat similar situation developed in a nearby territory recently, when OPA cited the Lehigh Valley Cooperative Farmers for over-payment of producers. In this case, however, the matter of

Inter-State Men Prominent In Lancaster Program

Lancaster county is developing a post war planning council, with practically every phase of farm and rural life represented on a committee to determine how many jobs agriculture can provide for returning service men and persons released from war jobs. **Harry R. Metzler** is chairman of the agriculture division of this committee for economic development.

Inter-State is well represented in its personnel, the following members being on the committee: **Earl L. Groff**, **H. H. Snively**, **Ammon G. Huber**, **H. K. Martin**, **Richard P. Maule**, **Paul C. Longenecker**, **H. E. Roper**, **Paul Leaman**, **Walter E. Herr** and **Charles E. Cowan**.

The last two named are representing respectively the Lancaster Inter-State Milk Market Committee and Inter-State Milk Producers' Coop.

patronage refunds was not involved. A hearing on that case was held in Philadelphia on February 8 but, as yet, no decision has been given.

This issue has bobbed up in several other instances. It has resulted in OPA drawing up an order covering the matter, this order having been announced publicly and then withdrawn before it actually became effective and before it was published in the Federal Register. When the order was withdrawn it was expected that further changes were to be made in it but, as yet, it has not been re-issued.

The point at issue seemed to be, as seen by the layman, a conflict between the theory that the savings of a cooperative should go to its patrons who created the business, and that they be considered as profits of the private owner where they would not be an incentive for badly needed production.

A group of deaf-mutes employed in one aircraft plant are called "handicapped" by fellow workers, because of their efficiency.

Father: "The man who marries my daughter will get a prize."

Young Man: "May I see it, please?"

Null—I started out on the theory that the world had an opening for me.

Void—And you found it?

Null—Well, rather. I'm in the hole now.



As this picture shows, the loads of hay hauled on the farm of Norman W. Frank, West Chester, Pa., are no small matter.

Subsidy Fight Continues "Dairy Feed Payments" Are Extended

THE CONSUMER subsidy, generally described in Government releases as the Dairy Feed Payment Program, is being continued until February 17. This is the date to which the life of the Commodity Credit Corporation was extended by special resolution of Congress when the subsidy issue was not settled in December. The present outlook, as seen less than one week before that date, is that the subsidy issue will not be settled in Congress by then either.

The rates of subsidy payments for those 17 days in February are the same as in January, except that shippers to the New York Metropolitan Market will receive the same subsidies as their neighbors, instead of \$15 less as in November, December and January. The rates are \$.40 per hundredweight in Pennsylvania, Delaware and Maryland and \$.50 per hundredweight in New Jersey.

The Legislative Situation

The continuance of these subsidy payments will depend upon the outcome of the Congressional fight now being waged over them in Washington. The Steagall Bill before Congress would outlaw the use of CCC funds for the payment of any consumer subsidies or price rollback prices designed to hold down prices to consumers. It would continue the Commodity Credit Corporation with that limitation.

It is generally predicted that if the bill is passed in that form it will be vetoed by the President. It would then be a question whether there is sufficient strength in Congress to override the President's veto by the required two-thirds majority. Should the bill be vetoed and efforts to override it fail, the Commodity Credit Corporation would expire on that date unless emergency legislation were passed to extend its life further.

Defeat of the subsidy would not necessarily mean a reduced income

to dairymen. As a precautionary measure against such an occurrence, another bill, the Eastland-McClellan, now before Congress would make mandatory the increase of milk prices by \$.46 per hundred pounds over the entire country and would require that the Office of Distribution (formerly Food Distribution Administration) review the situation in each marketing area at regular intervals and make such price adjustments as conditions warranted. OPA would be required to allow corresponding increases in retail prices.

It is believed that the strength back of this bill corresponds quite closely with the strength of the backers of the ban on subsidies.

The Senate Takes Action

The Senate, on February 10, amended the Bankhead Bill which would ban subsidies by adding to it certain features of the Eastland-McClellan Bill. The provision to increase milk prices a flat \$.46 per hundredweight was dropped but the amendment restates the Congressional intent of previous legislation, of determining milk prices according to current conditions.

It requires a review of prices in each marketing area every six months and price adjustments according to conditions, which shall include the cost of farm labor. Since the Bankhead anti-subsidy bill would, in itself, bar subsidies, that feature of the Eastland-McClellan Bill was also left out when it was incorporated with the Bankhead Bill.

The Bankhead anti-subsidy bill was passed by the Senate on February 11 by a vote of 43 to 28.

One respect in which this bill differs from the Steagall bill approved by the House is that it would permit payments of present subsidies only until June 30, while the House bill would result in an immediate ban on them.

The Bankhead Bill as it passed the Senate and the Steagall Bill as

it passed the House were sent to a Conference Committee, where differences are to be ironed out and reported back to the respective Houses. When this is done the bill will go to the President for his approval or veto. Should the bill be vetoed, it is generally believed that the fight will be renewed all over again when legislation for the continuance of the Office of Price Administration comes up. The law establishing that agency expires on June 30 and new legislation is necessary to continue the OPA.

Should the intent of Congress be circumvented through a veto of the anti-subsidy legislation and through the continued payment of subsidies, it is generally predicted that the desires of Congress will be set forth explicitly in legislation extending OPA and, in such an event, a bare majority vote in each House will accomplish the same purpose, since the ban on subsidies could be written directly into the OPA measure.

Worcester County Wins "A" Award

Farmers of Worcester County, Maryland, were rewarded for their outstanding work in food production in 1943, when the War Food Administration "A" award was presented to them at the annual Farm Bureau banquet held in Baltimore. This award, presented by **Joseph Blandford**, War Board Chairman, was accepted by **R. Newell Stagg**, Worcester County War Board Chairman. **S. O. Northam**, Worcester County Farm Bureau president accepted the flag presented by **Gen. Phillip Hayes**.

Baltimore, Carroll and Montgomery counties received honorable mention.

Reluctantly he faced the army oculist, who asked him to read a chart.

"What chart?" asked the draftee. The doctor persevered: "Just sit down in that chair and I'll show you."

"What chair?"

Deferred because of bad eyesight, the draftee went to a nearby movie. When the lights came on, he was horrified to discover the oculist in the next seat.

"Excuse me," said the conscript as calmly as he could, "does this bus go to Albany?"

There's No Charge!

For printing your WANT AD in the REVIEW. A FREE service to Inter-State members.

IT MUST BE SENT BY THE 10th

INTER-STATE MILK PRODUCERS REVIEW

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Office, Lancaster, Pa., Phone 8372.
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Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Those Who Are Moving

If you are moving to another farm this winter or spring, or if you have moved, your Inter-State fieldman will help you arrange for a new market if this should be necessary. You will find the fieldmen's names and addresses on page 4. Get in touch with the one nearest you.

Also, drop a card to the Inter-State office, giving your old and new address, so that we may change our records promptly and thus assure you of getting the Review and all other mail that may be sent out.

Public Will Get Facts On True Farm Situation

Farmers and farm organizations have taken many most unmerciful beatings at the bar of public opinion during the past few years. In very few instances, however, were these attacks on the integrity, patriotism and loyalty of either the farmers or farm organization leaders justified.

A growing recognition of this situation has been apparent in our larger farm organizations. This is developing into a realization of the needs for a sound public relations program, to tell the truth so it will be available to all, even to those who are determined not to have it.

At the recent annual meeting of the National Council of Farmer Cooperatives, a constructive move was started toward building a strong, definite public relations program. This program is designed to do more effective work in keeping the public and other organizations properly informed of the farm picture. It will counteract misinformation and the lack of information on the part of the public and those who speak to the public on important issues. The Executive Committee of the Council was empowered, at that meeting, to have a study made at once and was authorized to appoint a strong public relations committee with power to act.

The National Grange and the American Farm Bureau Federation, as well as the National Cooperative Milk Producers' Federation, recognize the need for similar programs and are supporting similar work.

Revenue Bill Requires Co-ops to File Returns

The Federal revenue bill which has just been passed by the Congress carries a provision which adds to the office work of farmers' cooperatives. This is the requirement that cooperatives file an income tax return with the Bureau of Internal Revenue, even though, because of their tax-exempt status, they have been given exemption by a division of the same Bureau.

Cooperative leaders had urged upon the Congress that cooperatives which have been exempted from paying an income tax be permitted to file a simplified return directly with the division which passes upon the tax liability of the cooperative. This, however, was defeated just before final action on the revenue bill. Efforts to exempt cooperatives from filing returns while retaining this provision for unions failed in the final Senate action on the bill.

The requirement for filing the return was an outgrowth of a sentiment caused by the growing

financial strength of labor unions and the lack of any knowledge of or control over their financial situation even by the members of many unions. The legislation as passed requires that not only labor unions and cooperatives but other non-profit organizations must file tax returns.

The new revenue bill does not place any tax on earnings or income of non-profit organizations, but merely requires that a statement be filed covering the operations of the previous year.

Personal Glimpses

Eugene Stapler, a member of the Trenton Inter-State Milk Market Committee, has been very ill at his home but is now making splendid progress. His many friends are wishing him a speedy recovery.

Two Inter-State members appeared on the discussion program at the Pennsylvania Dairyman's Association meeting to tell other dairymen about "Methods and devices I have found helpful on my farm." **Hugh Wilson** of Warriors Mark told of the use of a buck rake in hay harvesting and **Wm. Hicks**, son of H. S. Hicks, of Tyrone, told the methods he used in meeting the protein problem in dairy feeding.

A long-time agricultural leader in Pennsylvania passed to his reward on January 17, with the death of **John A. McSparran**, former State Secretary of Agriculture and former Master of the Pennsylvania State Grange. He is survived by six children.

On Saturday, February 5, **Ruth Marie Niesley**, daughter of Mr. and Mrs. C. G. Niesley, Mechanicsburg, Pa., became the wife of **Ray M. Zercher** of Mt. Joy, Pa. The couple will reside at Howard, R. 1, where Mr. Zercher is engaged in civilian public service at the Rhode Island State Hospital.

The annual production award of the Pennsylvania Guernsey Breeders Association for herds of less than 15 cows was won by **D. A. Morrow**, Tyrone, whose herd averaged 10,147 pounds of milk and 501.6 pounds of butterfat. The Association presented Mr. Morrow with a silver tray.

A special scholarship has been won by **John L. Crothers**, son of J. Lawson Crothers, Inter-State director from Cecil county, Md., the scholarship being awarded by Sears Roebuck and Company to an outstanding farm boy. John is now attending Maryland University.

Dr. O. L. Roberts of Philadelphia, whose farm is located in southern Lancaster county, lost his life in the crash of the airliner into the Mississippi River near Memphis, Tenn., on February 10.

Ice Cream on the Ocean

"Men stood today on catwalks about 40 feet above the water and threw ice cream over the Atlantic Ocean. It was vanilla ice cream, too."

That is a part of a story told by a metropolitan newspaper in explaining one little detail of the restocking of a destroyer in mid-ocean. In addition to ice cream, meat, fruit, flour, bread and many other items used every day by the crews of our ships were transported from the mother ships to the fighting craft.

It is an indication of the hunger of our fighting men for ice cream and the efforts of our Army and Navy departments to supply these men with what they want and need most. Ice cream is considered tops as a food and as a morale builder in the services.

Attitude Study Reveals Interesting Information

Dr. M. E. John, Professor of Rural Sociology at Pennsylvania State College, is to be commended on a study of farmers' attitudes which has recently been published. This work is carried in Bulletin 457 "Factors Influencing Farmers' Attitudes Toward a Cooperative Marketing Organization."

This bulletin covers a study made in 1938, in ten communities in the Philadelphia milk shed. The object was to determine the information possessed by farmers concerning Inter-State Milk Producers' Cooperative, their attitude toward the organization and the accuracy of their information. This study covered both members and non-members and included all dairymen in the ten communities studied.

The entire bulletin is a revealing document and treats a difficult subject in a scientific yet thoroughly practical manner. Not only are the findings in this bulletin of value to Inter-State but to any and all farm organizations who recognize the importance of an understanding membership and of sound public relations.

Definition—FARM BLOC—Those Senators and Representatives in Congress whose collective position on any current agricultural legislative matter is contrary to the views (including prejudices and politics) of the newspaper reporter, columnist or editorial writer, the radio commentator, the administrative official, or any other individual who may be discussing the subject at issue—hence, a political or emotional whipping boy.

Worry is interest paid on trouble before it is due.

New Council Secretary Now at His Desk

The new executive secretary of the National Council of Farmer Cooperatives, **John H. Davis**, will be on active duty at the headquarters of the Council, 1731 Eye Street, N. W., Washington, D. C., when this issue of the Review reaches our members.

Mr. Davis is taking up his new duties on February 15. **Ezra T. Benson**, the retiring executive secretary, is staying on for several



John H. Davis, newly elected Executive Secretary, of the National Council of Farmer Cooperatives.

weeks, however, in order to assist Mr. Davis in becoming thoroughly acquainted with the work of the Council and the many contacts and connections which are so important to the effective fulfillment of the work of executive secretary.

Producers Asked to Give Facts on Dairy Situation

Milk producers who are shipping to dealers subject to the Marketing Order for Philadelphia have received from **Market Administrator Wm. P. Sadler**, a questionnaire concerning their production situation and their intentions with regard to the dairy business during the next year. Inter-State members who have not already done so are urged to fill out this questionnaire as accurately as their present information will permit and drop it in the mail. No postage is required on these cards.

A good response to this questionnaire will provide valuable information concerning the actual situation existing in the Philadelphia milk shed and what the production prospects are likely to be during the

remainder of 1944. It should give an excellent clue to policies and programs for the marketing area. The information sent by each individual will, of course, be treated as strictly confidential.

Inflation Is the Cause, High Prices the Effect

In all this discussion of prices and inflation we must keep in mind which is cause and which is effect. Inflation is always accompanied by high prices but it is a basic economic fact that high prices of a commodity do not cause inflation.

The symptom, the pain that really hurts, is the high prices which keep us reminded of the disease itself—inflation.

The present upward trend of prices is a result of an inflationary condition already present in this country. That condition is a result of a scarcity of goods and an abundance of money for the purchase of the few available goods. It is a situation which can not very well be avoided during wartime.

There is, of course, another type of this inflation disease which results from putting out printing press money with nothing to back it, and which really aggravates the condition of more money than goods. That was the German inflation of the 20's, the Chinese inflation of today.

Please keep the fundamental fact in mind in all this talk of inflation and prices—high prices are a RESULT of inflation, not the cause of it.

OPA Sets Prices on Dealer to Dealer Sales

The Office of Price Administration has established definite maximum price controls over "inter-handler" sales of fluid milk. These controls will not affect retail milk prices in any way and will have no direct effect on producer prices.

The price controls will be administered by areas and the price that one handler may charge another will be determined according to the prices in the area where the first handler is located.

Definite maximum mark-ups are allowed in these sales, depending upon the type and length of period covered by the contract between the buyer and seller.

It seems incredible—35 million laws, and no improvement on the ten commandments.

To those who talk and talk and talk
This adage will appeal:
The steam that blows the whistle
Will never turn a wheel.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I Dec.-Jan.	Class II Dec.	Class III Dec.	Class I Jan.	Class II Jan.	Class III Jan.
Philadelphia Suburban	1A	\$3.85	\$3.384	\$3.355	\$2.518	\$2.530	
Altoona	9	3.70	3.319	3.306	2.487	2.512	
Huntingdon-Tyrone	10-2	3.45	3.319	3.306	2.487	2.512	
State Wide	11	3.50	3.319	3.306	2.487	2.512	
Lancaster	14	3.73	3.337	3.323	2.487	2.512	
Reading	15	3.70	3.337	3.323	2.487	2.512	

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

December	I	II	III	*Bonus
Cream Top	99	0	0	—
Eachus Dairy	92.41	0	7.59	0
Everett Milk & Ice Cream Co.	65.68	0	34.32	0
Hoffman's	89	9	2	0
Penn Cress Ice Cream Co.	70	1.5	28.5	0

January

Fraim's Dairy	87.708	x	12.292	x	100
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December

Arrowhead-Shoemaker Dairy	100				100
Castanea Dairy	100				100

January

Abbotts Dairies	100				100
Holly Ravine Dairy	100				100
Supplee-Wills-Jones (% of norm)	100			balance	—

* Percentage of production on which "A" producers were paid Grade "A" Bonus

Prices Paid for 4% Milk

December	Location	Area	Price
Cream Top Dairy	Lancaster, Pa.	1A	\$3.71
Eachus Dairy	West Chester, Pa.	1A	3.82
Everett Ice Cream Co.	Everett, Pa.	10, Z2	3.45
Hoffman's	Altoona, Pa.	9	3.60
"	Bedford, Pa.	10, Z2	3.60
"	Huntingdon, Pa.	10, Z2	3.60
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.569
Strickler, Dean D. & Son	Huntingdon, Pa.	10, Z2	3.40
Chas. T. Waple Dairies	Tyrone, Pa.	10, Z2	3.40
Williamsburg Dairy	Williamsburg, Pa.	10, Z2	3.70

January

Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.71
Centerville Producers Co-op.	Centerville, Md.	—	3.82
Clover Dairy Company	Wilmington, Del.	—	3.88
Delamore Dairy	Wilmington, Del.	—	3.90
Fraim's Dairy	Wilmington, Del.	—	3.93
Greenhill Dairy	Wilmington, Del.	—	3.87
Highland Dairy Products	Doe Run, Pa.	1A	3.85
Holly Ravine Dairy	Haddonfield, N. J.	—	4.03
New York City Buyers	201-10 mile zone	—	3.63
Supplee-Wills-Jones	Nassau, Del.	—	3.67
West End Dairy	Wilmington, Del.	—	3.91
Western Maryland Dairy	Rising Sun, Md.	—	3.79

Feed Price Summary for January, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	Jan. 1944 (\$ per T.)	Dec. 1943 (\$ per T.)	Jan. 1943 (\$ per T.)	% Change Jan., 1944 compared with Dec., 1943	% Change Jan., 1943 compared with Dec., 1943
Wheat Bran	52.50	51.85	49.33	+1.25	+6.43
16% Mixed Dairy Ration	58.60	59.24	49.19	-1.08	+19.13
24%	64.25	63.50	55.45	+1.18	+15.87

The acreage of corn planted to hybrid seed in New Jersey was less than one percent of the State's total in 1936, 46.6 percent in 1942 and 71 percent, or 131,000 acres, in 1943. It is expected that the 1944 corn crop will be almost entirely grown from hybrid seed.

"They say that meat-eaters are more active than vegetarians."
"Well, they have to be—to get the meat."

"Prejudice is a great time saver—it enables one to form opinions without bothering to get the facts."

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
December	\$3.93	\$3.207
January	3.93	3.175
February	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
November	\$3.83	\$2.67
December	3.83	2.67
January	3.83	2.67

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skim milk
December	\$25.46875	11.8658¢
January	\$25.28750	11.72445¢

*—Per 40-quart can of 40 percent cream;

†—Per pound of roller process dry skim milk;

each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter

Cents Per Pound

Jan., 1944—46.75*

(No change during month)

Dec., 1943—46.75*

Jan., 1943—46.75

*—Quotations include subsidy payments.

Prices reported as paid by handlers in

markets not under Federal control are

determined according to price schedules

furnished by the handler or from statements

furnished with milk checks and checked in

the Inter-State office.

The prices quoted as the average price

paid do not include any bonuses or pre-

miums which individual producers may earn.

The butterfat differential is 5 cents per

point in all Pennsylvania markets listed

except Philadelphia where it is 4 cents.

The differential in Wilmington and in New

Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk

By South Jersey Buyers

November, 1943

Grade "A" Grade

Dairy & Premium "B"

Abbotts Dairy \$4.23 \$3.83

Arrowhead-Shoemaker 4.23 3.83

Bundick Dairy 4.23 3.83

Castanea Dairy 4.23 3.83

Decker, Conrad 4.23 3.83

Holly Ravine Dairy 4.23 3.83

Kligerman Dairy 4.23 3.83

Locust Lane Farms 4.21 3.83

N. J. Milk Products 3.93 3.83

Parks Dairy 4.23 3.83

Rainier's Dairy 4.19 3.83

Scott-Powell Dairies 4.40 3.83

Supplee-Wills-Jones 4.23 3.83

Sylvan Seal 4.23 3.82

Wilson Dairy 4.23 3.83

These prices were reported to Inter-

State Milk Producers' Cooperative by the

New Jersey Milk Control Board as the

average prices paid by these buyers for all

milk in the respective grades. Prices

received by individual producers will vary

from these prices as their respective re-

turns may be influenced by their relative

amounts of norm and excess milk.

LIKE MONEY IN THE

BANK

Don't get caught short in an emergency. Your money in War Bonds will help you meet unexpected sickness, crop failures, etc. Buy Bonds

Prices 4% Milk, Dec. and Jan.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during December, 1943, and January, 1944.

Handler	Plant Location	Location Differential	Dec. Price	Jan. Price	Handler	Plant Location	Location Differential	Dec. Price	Jan. Price
Market Average	f.o. b. Philadelphia	—	\$3.962	\$3.951	Schillinger's Dairies	Philadelphia, Pa.	—	\$3.983	\$4.010
Abbotts Dairies	Philadelphia, Pa.	—	\$4.050	\$4.050	Schmidt, J. Edward & Son	Huntingdon Valley	.09	4.080	3.949
"	Curryville, Pa.	.339	3.681	3.681	Scott-Powell Dairies	Philadelphia, Pa.	—	3.961	3.956
"	Easton, Md.	.283	3.737	3.737	"	Ardmore, Pa.	—	3.961	3.956
"	Goshen, Pa.	.241	3.779	3.779	"	Clayton, Del.	.241	3.690	3.685
"	Oxford, Pa.	.227	3.793	3.793	"	Fairdale, Pa.	.318	3.613	3.608
"	Port Allegheny, Pa.	.416	3.604	3.539	"	New Holland, Pa.	.234	3.697	3.692
"	Spring Creek, Pa.	.451	3.569	3.504	"	Pottstown, Pa.	.22	3.711	3.706
Ardmore Home Dairies	Ardmore, Pa.	—	4.009	3.967	"	Snow Hill, Md.	.304	3.627	3.622
Baldwin Dairies	Philadelphia, Pa.	—	3.968	3.968	"	Philadelphia, Pa.	—	3.762	3.702
Barlow, A. C. & Son	Glen Mills, Pa.	.11	3.831	—	Shearer, Paul B. & Co.	Center Port, Pa.	.248	3.484	3.424
Bedminster D'ymn's Ass'n	Bedminster, Pa.	.22	3.783	3.787	"	Manoa, Pa.	—	4.079	4.109
Bergdoll's, John C., Dairy	Boothwyn, Pa.	.09	3.933	3.918	Suburban Dairies	Philadelphia, Pa.	—	3.966	3.947
Booth, Chas. T.	Chester, Pa.	.07	3.945	3.915	Supplee-Wills-Jones	Bedford, Pa.	.332	3.604	3.585
Breuninger Dairies	Philadelphia, Pa.	—	4.034	4.001	"	Chambersburg, Pa.	.297	3.639	3.620
"	Richlandtown, Pa.	.227	3.807	3.744	"	Hagerstown, Md.	.304	3.632	3.613
Brookmead Gr'n's'y Dairies	Wayne, Pa.	.07	4.047	4.113	"	Harrington, Del.	.262	3.674	3.655
Brown's Dairy	Glenside, Pa.	.07	3.896	3.808	"	Huntingdon, Pa.	.332	3.604	3.585
Buck's Co. Farms Dairies	Morrisville, Pa.	.22	3.669	3.659	"	Leaman Place, Pa.	.234	3.702	3.683
Buehlers Dairy	Willow Grove, Pa.	.07	4.047	4.059	"	Lewistown, Pa.	.311	3.625	3.606
Clover Crest Dairy Farm	Newtown, Pa.	.13	3.930	3.863	"	Mercersburg, Pa.	.311	3.625	3.606
Cooklyn Milk Co.	Goldsboro, Md.	.262	3.574	3.627	"	Mt. Pleasant, Del.	.227	3.709	3.690
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.969	3.974	"	Princess Anne, Md.	.297	3.639	3.620
Crumdale Farms Dairy	Berwyn, Pa.	.09	4.068	4.038	"	Townsend, Del.	.234	3.702	3.683
Crystle, Wm. H., Dairy	Chester, Pa.	.07	3.881	3.861	"	Worton, Md.	.255	3.681	3.662
Darlington Bros.	Darling, Pa.	.09	4.001	3.979	Sylvan Seal Milk	Philadelphia, Pa.	—	3.914	3.908
Deger's Dairy	Mont Clare, Pa.	.13	3.816	3.839	Sypherd's Dairies	Philadelphia, Pa.	—	3.962	3.950
Dietrich's Dairy	Reading, Pa.	.234	3.667	3.693	Taylor's Dairy	Jenkintown, Pa.	—	4.073	4.089
Engel Dairy	Philadelphia, Pa.	—	4.029	4.002	Turner & Wescott	Glenroy, Pa.	.234	3.735	3.689
Ervin's Dairy	Philadelphia, Pa.	—	3.987	4.064	Walnut Bank Farms	Philadelphia, Pa.	—	4.022	4.010
Frankford Dairies	Philadelphia, Pa.	—	3.993	3.974	Warners Dairy	Berwyn, Pa.	.09	3.950	3.928
Gailey Ice Cream Co.	Delta, Pa.	.248	3.677	3.663	Wawa Dairy Farm	Wawa, Pa.	.09	3.905	3.915
Gardenville D'ymn's Ass'n	Gardenville, Pa.	.13	3.805	3.816	Willow Ridge Farm	Hatboro, Pa.	.09	4.031	3.952
Gardenville Farm Dairies	Gardenville, Pa.	.13	3.982	4.003	Wilmer Dairies	Conshohocken, Pa.	.07	3.830	3.848
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.960	3.874	Wissahickon Dairy	Philadelphia, Pa.	—	4.046	3.982
Gorman Dairies	Newtown, Sq., Pa.	.07	4.137	4.098	Witchwood Dairy	Spring House, Pa.	.11	3.948	3.920
Greentree Creamery Ass'n	Obelisk, Pa.	.22	3.688	3.677	*—The location differentials set forth in this column are as provided in paragraph 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.				
Gross, Charles, Dairy	Philadelphia, Pa.	—	4.081	4.037	x—Will pay butterfat differential of 5 cents per point.				
Grubbs Dairies	Media, Pa.	.07	4.032	3.979					
Hamilton Dairies	Philadelphia, Pa.	—	4.044	3.981					
Hansell, A. R.	Philadelphia, Pa.	—	3.939	3.930					
"	Mainland, Pa.	.11	3.829	3.820					
Harbisons' Dairies	Philadelphia, Pa.	—	3.997	3.952					
"	Brandtsville, Pa.	.276	3.691	3.646					
"	Byers, Pa.	.22	3.747	3.702					
"	Carlisle, Pa.	.276	3.691	3.646					
"	Hurlock, Md.	.283	3.684	3.639					
"	Massey, Md.	.241	3.726	3.681					
"	Millville, Pa.	.332	3.635	3.590					
"	Sudlersville, Md.	.248	3.719	3.674					
Hernig, Peter, Sons	Philadelphia, Pa.	—	3.958	3.983					
"	Boiling Springs, Pa.	.276	3.652	3.677					

Secondary Markets

Trenton

At the January 25 meeting of the the Trenton Inter-State Milk Market Committee an agreement was reached with the Castanea Dairy Company to continue arrangements for the ensuing year about as they have been during the past year as regards the purchase plan for milk. Market Manager **Frederick Shangle** will discuss this with producers at his office, 19 W. State Street, Trenton, on any Tuesday morning or by appointment.

Production is continuing on a steady basis, although many sales of producing cows are being held. These sales are the result of the unsatisfactory milk price, high feed prices and the scarcity and inefficiency of labor. It is generally felt that farmers will not maintain maximum production under these unsatisfactory conditions.

Altoona-Huntington

The Executive Committee of the Altoona-Huntingdon secondary market met on February 8, at which much of the discussion centered around the milk sales quota plan and the effect it might have during the flush season of May and June. This plan limits the average daily amount of fluid milk which dealers may sell in any one month to the average daily amount sold in June of 1943. It also limits the sales of fluid cream, buttermilk, chocolate milk, chocolate drink and cottage cheese to three-quarters of the amounts sold in June of 1943.

The committee members are of the opinion that the peak of production during the coming flush season will likely be higher than it

was last year, which would bear out a trend noted during recent years of sharper seasonal fluctuations. If this occurs, they foresee a problem in keeping all milk moving to market, especially since facilities for manufacturing dairy products in this area are quite limited.

Plans are under way which will assure every Inter-State member of having all of his milk taken care of, regardless of any foreseeable development in the market or in the supply situation.

Dairy Conference Meets at New York, March 14-15

The annual meeting of the Northeast Dairy Conference will be held at the Commodore Hotel, New York City, on March 14-15. This Conference is strictly an educational and informative body and it passes no resolutions and makes no effort to influence legislation.

The Conference does discuss thoroughly, completely and with frankness, many controversial matters dealing with the dairy industry and especially laws and regulations which may help or hinder the industry.

The feature of this year's meeting will be a report from each of the twelve northeastern states on how government war time regulations, particularly price controls, are working. Since the law on which the price controls are based terminates June 30 of this year, this is an opportunity for the Northeast to state clearly its experience and suggest its recommendations.

The conference is composed of dairy marketing organizations, state dairy associations, granges, farm bureaus and other groups in the area that are interested in dairy problems. State milk control agencies and educational institutions have associate memberships in the Conference.

Pasteur Medals Awarded to Two Local Milkmen

The annual Pasteur medal awards by the Milk Industry Foundation to milkmen for distinguished service beyond their line of duty have been announced. The gold medal went to **Carl M. Knapp**, New Haven, Conn., who risked his life in a runaway to save a crowd of children. The silver medal went to **Roland Richard**, Fargo, N. D., who saved a small boy from drowning.

Bronze medals were awarded to two local milkmen. **Charles W. Nelson**, a driver for Scott-Powell

Dairies, hit a thug over the head with a bottle of milk and saved a girl worker who was being held up at the point of a pistol. The assailant was captured, while the milkman later married the girl.

The other local man, **Adam J. Robertson**, a driver for Supplee-Wills-Jones, was also involved in a runaway. His horse became frightened and bolted toward a crossing where there were children on the way to school. He was seriously injured in stopping the horse.

Milk Sales Quotas Observed in This Area

Excellent compliance with the milk sales quota orders of the War Food Administration in Philadelphia and neighboring markets is indicated in a bulletin issued to all handlers on February 12 by **Wm. P. Sadler**, market agent.

In this bulletin he says, "I am glad to say I have received few indications of wilful violations of the orders in this territory, such as have had to be dealt with summarily in other markets. Wilful violators here can expect summary action."

It is also stated in this bulletin that rumors indicate violations of similar orders in other areas and the suggestion is made that handlers observe the milk conservation orders, as it is quite evident that they "are here for the duration of the war emergency, unless they have to be replaced by something more drastic."

It is stated further that the sales of a few handlers exceeded their quotas in December, but that compensating adjustments have been worked out which carry a schedule of reductions in sales during subsequent months, which, if followed, will put such handlers in compliance with the orders.

Mr. Sadler, who is also Administrator of Market Order 61 for the Philadelphia Milk Marketing Area, administers the milk conservation orders for Philadelphia and Camden, Wilmington, Trenton, Atlantic City, Lancaster, York, Harrisburg, Allentown-Bethlehem-Easton, Scranton-Wilkes Barre, Harrisburg and Reading.



"Must be one of those moos broadcasts they talk about!"

"The Third Pea In The Pod"

Dairy Council Replaces Marine McKinley

A FEW WEEKS ago, several high schools in this area received a letter from Mr. C. I. Cohee, President of the Philadelphia Inter-State Dairy Council, which read as follows:

"You will be glad to know that Mr. Robert McKinley, who was scheduled to appear before your assembly, is now working for his country in the United States Marine Corps just as efficiently as he formerly worked for the Dairy Council. He will, therefore, not be available for your meeting.

"However, we have discovered the third pea in the pod—the first, Clifford Goldsmith; the second, Robert McKinley—and we are now introducing to you Harry T. Kaufmann, who will take over the work of Mr. McKinley. We know that you will be pleased with Mr. Kaufmann's reception before your group."

This announcement marks an important event in the life of the Dairy Council. Any change in personnel is an unusual occurrence, composed as the organization is of workers with many years of loyal service to their credit—and in this case the change is especially noteworthy, since it involves the loss of a man who has filled a unique position.

Bob McKinley, in entering the Marine Corps, leaves behind the job of representing the Dairy Council at junior and senior high schools, service clubs and other adult groups. The difficult task of bringing an acceptable health message to both the blasé student and his preoccupied father or mother requires a subtle approach and an expert technique. An indication that the problem has been successfully met in the past can be seen in the constant stream of requests for bookings which pour into the office from High Schools and business clubs—resulting in the contacting of well over 100,000 students and adults each year.

In addition to his speaking engagements, Bob leaves to his successor a responsibility for creative work in connection with the Health Education Department. There is a constant need for new material in the form of monologues, plays, pamphlets and projects—to be used by the field staff of dramatists and nutritionists. The filling of this need has also been amply demonstrated by the freshness and appeal of the message which is carried into not only the schools but the industrial field as well.

Mr. Cohee's "third pea in the pod" has now assumed this important role in the Dairy Council's performance. Following as he does the illustrious Clifford Goldsmith, first of the line, who has since risen to fame as the creator of "The Aldrich Family"—and the aforementioned McKinley, whose name is synonymous with top-notch entertainment wherever it is known—Harry Kaufmann has the unenviable job of living up to an already estab-



Harry T. Kaufmann

lished high standard. The Council believes that he brings to the job sufficient ability and versatility to do just that.

The diversity of Mr. Kaufmann's previous experience has helped to equip him for the task at hand. He has for a number of years contributed to the work of the Dairy Council as one of its staff of artists, and as such has illustrated some of the more popular pieces of material now being distributed in the primary grades. Probably the most auspicious of these is the story of Geraldine, the nationally-known cow who has taken her place along with Elsie and Ferdinand in the Bovine Hall of Fame (or should we say Stall of Fame?).

Mr. Kaufmann was for some time connected with a large direct-mail advertising concern, for which he supervised layout and copy writing. This, coupled with his artistic abil-

ities, provides an ideal background for the job of selling an idea—the Council's paramount objective. To the speaking assignment he brings many years of experience in appearing before audiences, both from the speaker's platform and the stage. As president of one of the largest singing societies in this area, he has both staged and played principal roles in its production of operettas; as an officer of the Gibraltar Forum, a public-speaking and debating group, he has developed the ability to deliver a forceful message, properly lightened and colored by a keen sense of showmanship.

The Dairy Council welcomes a new member of its family, and will burn a light in the window for its boy in the service—for our ability to make use of men like these two is limited only by our ability to find them.

Mast Be Good Teacher, Too

A few days ago we received a letter from **Wilbur M. Runk**, county agricultural agent in Cumberland county, N. J., which points out a basic need in these times of labor shortage. This letter was announcing a meeting being held in his county on "Tips for training new workers."

The reason for the meeting, as stated in the letter, is that "Prospects indicate that farm labor will be even scarcer and less experienced than last year."

He goes on to say, briefly and concisely, that this will mean that in addition to being a good farmer one must be a good teacher, since inexperienced help must be taught and shown. He adds that teaching, like farming, requires plenty of skill and some experience.

In spite of all the blackouts and dimouts, there have been more marriages than ever before. There'll be a pile of divorces "when the lights come on again all over the world."

—Bob Burns.

Maybeth: "Have your fiance's people accepted you yet?"

Marybell: "I'll say they have. I got bawled out last night for using the guest towel."

In all extremes there lies between, the middle way—the golden mean.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during December, 1943 and January, 1944.

	DEC.	JAN.
Farm Calls.....	1090	932
Non-Farm Calls.....	222	184
Butterfat Tests.....	3493	3245
Plants Investigated.....	38	50
Herd Samples Tested.....	138	149
Brom Thymol Tests.....	12	—
Microscopic Tests.....	44	14
Membership Solicitations.....	395	271
New Members Signed.....	43	36
Meetings.....	17	63
Attendance.....	1074	8412

Tests Prove That Quick, Complete Milking Saves Time, Gets More Milk

RAPID milking of a dairy cow has two advantages, both economic and one also physiological, according to authorities who have studied the physiology of the process of milking. The advantage which has brought quick milking to the front during recent months is that of saving time. The other advantage, which is of equal importance, possibly even more important, is an increased production from many cows when milked quickly and completely. Some authorities assert that quick, complete milking reduces danger of injury to udder tissues and thus reduces susceptibility to mastitis.

Most of the study on rapid milking has applied in the use of milking machines. Faster machine milking is obtained not by speeding up the pulsations of the machine but by careful, quick and systematic preparation of the cow for milking and the development of regular and good milking habits. With hand milking, too, much can be done to speed up milking, especially in developing good milking habits in both the cow and the milker.

Regularity Counts

Regularity is of first importance in developing good milking habits which permit quick and complete milking. With this must be combined the avoidance of confusion, interruptions or interference with the milking routine. The second point is the preparation of the cow and when this is done systematically and regularly the cow is almost always ready to let down her milk promptly and completely.

This preparation consists of thoroughly wiping the teats and massaging of the udder of each cow just before her turn to be milked. This is followed by the drawing of a few streams of milk, by hand, from each quarter into a strip cup. The routine up to this point is the same whether machine or hand milking is practiced.

With these preparations for milking should be considered the usual sounds that accompany milking, such as the mild rattle of milk utensils and the sound of the milking machine. Most cows adjust themselves to these sounds and, from habit, plus the stimulus of actual washing and wiping of the udder are ready to "let down" their milk.

From there on is where speed and efficiency count. If machine milked, the teat cups should be applied

just as soon as the operator observes through manipulation that the milk is being "let down." This is almost always as soon as these preparations can be completed.

The "letting down" process is the work of countless tiny muscles in the udder combining under this physiological stimulus to force the milk down. Almost all cows will be completely milked out in three to four minutes, even if in heavy production. The operator can tell whether a cow is milked out by hand manipulation of the udder and many of them do this in preference to hand stripping after the milker is removed. In any event, the milker should be removed promptly when the milking process is completed, whether two minutes or four minutes.

Some Cows Respond Slowly

In herds where the milking machine has been left on the cows for longer periods it is recommended that the milking process be speeded up by reducing the time the machine is on the cow, although in some cases cows will not respond to the speed-up until after their next freshening. Some dairymen have made a sharp break from slow milking to faster milking, leaving the machines on no cow for more than four minutes, with only a very slight reduction in production the first day or two and prompt recovery thereafter.

The cows should be milked in the same order each time, taking them straight down the line. This may

require re-arranging the cows in the line from time to time, some cows needing a day or two to become accustomed to the revised timing. In all cases cows with udder disturbances, evidences of mastitis, or which are chronically slow milkers should be placed at the end of the line and milked last.

It is generally conceded that slow milking, whether by machine or hand, has a tendency to develop slow milking habits in the cow, frequently reducing production and even causing some cows to dry off prematurely.

Hay Is Often Best Buy When Feed Is Short

The dairyman who must buy some dairy feed to carry his herd through the winter should consider buying good quality hay instead of shopping around for expensive grain, says **Dr. George E. Taylor**, extension dairyman at Rutgers University.

"High quality hay which is green in color, leafy, fine stemmed, soft and pliable is worth approximately two-thirds as much as a ton of grain," Dr. Taylor reminds dairymen. "It contains about 1,000 pounds of total digestible nutrients per ton compared with 1,500 pounds of T.D.N. per ton of grain. Thus if grain is selling for \$50 a ton, a dairyman could afford to pay from \$33 to \$34 for top quality hay."

Taylor says that good hay supplies nutrients and feeding factors not present in the grain ration. Actually, the quality of hay has a far greater effect upon production than the grain mixture, a fact which many dairymen fail to realize.

An extremely personable, but independent, young lady boarded a bus jammed with rush-hour passengers.

Immediately a young man got up, but before he could open his mouth, the girl said: "It is very kind of you, but I'd rather stand."

He raised his hat politely and said: "I—"

"No, I mean it, really." Again she interrupted: "I assure you I prefer to stand."

Desperately: "All right, lady, you stand. I'm just trying to get off here."

Wisdom is oft-times nearer when we stoop than when we soar.



Milk producing has been the job of DeWitt C. Pyle, Malvern, Pa., for many years, and judging from this picture he knows just how to do the milking job.

Penna. Dairymen's Meeting Had Excellent Program, Good Crowd

THE ANNUAL meeting of the Pennsylvania Dairymen's Association, held at Harrisburg on January 20, was well attended and was considered most successful by the large crowd present.

Dr. G. W. Hedlund, head of the Department of Agricultural Economics at Pennsylvania State College, talked on economic conditions facing Pennsylvania dairymen. He pointed out the seriousness of the livestock feed situation and the effect it is likely to have on northeastern milk production, including Pennsylvania. He stated that the reserves of feed which have been carried over from previous years are practically exhausted and that importations from Canada and South America are likely to be small as compared with needs.

The livestock population of the mid-West, where our own country's largest feed supplies are grown, will complicate the matter of fair distribution over the country. Dr. Hedlund stated that the supply available next fall would depend on crops this year and, if 1944 yields are average or less, feed supplies will be very short next fall and winter.

He expressed the opinion that the price situation will depend largely on the action of Congress and he doubted that Pennsylvania's milk production would be as great in 1944 as it was in 1943.

Other features of this program included a talk by **Dr. Geo. H. Hopson**, consulting veterinarian for the DeLaval Milking Machine Company, on "The Job of Milking," in which he emphasized results obtained by dairymen in rapid milking of their cows, leaving the milker on not more than three to four minutes.

P. C. Turner, president of Interstate Farmers Council, talked to the dairymen briefly, while the last feature of the program was a group of short discussions on "Devices and Methods I Have Found Useful on my Farm," in which about eight Pennsylvania dairymen participated.

Resolutions adopted by the Association included one commending **Governor Edward Martin** for his efforts to obtain milk price increases and urging that he continue to use his influence in that direction.

Another resolution condemned subsidies as inadvisable and unsatisfactory as a substitute for adequate milk prices. It described subsidies as inflationary and in conflict with the principles of democracy and free agriculture, also terming them as a step toward bureaucratic control.

In another resolution the Association pledged its best efforts to obtaining maximum production in spite of the many difficulties confronting Pennsylvania dairymen, these difficulties including price regulations and scarcities of feed and labor. It pointed out that inadequate prices can result only in an insufficient supply of milk to meet our needs. The Dairymen's Association also expressed appreciation of the efforts of the members of Congress to oppose changes in the oleomargarine law.

The Association re-elected **Victor A. Houston** of Northampton as

president; **S. B. Williams**, Middletown, vice-president; and **Charles E. Cowan**, Lancaster, secretary.

Other dairy meetings at Harrisburg during the same period included the annual meeting of the Pennsylvania Guernsey Breeders Association and of the Pennsylvania Holstein Association.

The Guernsey Association re-elected **Wm. A. Frew**, Paradise, as president and **Wm. H. Juzi**, Harrisburg, field secretary. Among the new directors elected were **B. H. Welty** of Waynesboro, while **D. A. Morrow** of Tyrone is one of the hold-over directors.

The Holstein Association elected **Earl L. Groff**, Strasburg, president, and among the directors were **Joseph O. Canby**, Hulmeville; **Paul G. Longenecker**, Strasburg and **Jesse Kurtz**, Carlisle.

Wawa Case Heard in Court

Prospects for an early decision in the case between Wawa Dairy Farms and the Department of Agriculture, concerning the price that shall be paid producers by that dairy company, were increased when legal arguments were heard by **Judge Guy K. Bard** in Federal District Court. This case came up on February 10 and is concerned with the liability of Wawa Dairy Farms for the payment of the price f.o.b. Wawa as determined by the Market Administrator. The contention of the dairy company has been that the market order for Philadelphia, as it applies to location differentials allowed on milk delivered at their plant at Wawa, Delaware county, is "arbitrary, confiscatory and capricious."

The Wawa firm receives, pasteurizes and bottles the milk at their plant at Wawa, from where it is transported in trucks to a distributing point in Philadelphia, at which their wholesale and retail delivery routes originate.

The dairy company has been paying a price less than that announced by the Market Administrator as applicable to milk received at the Wawa plant since the marketing order first became effective in April, 1942. The difference in payment has ranged from 4.2 to 18.4 cents per hundredweight during this period.

A lower court has required that, pending final disposition of this case, the dairy company shall place in escrow funds sufficient to cover the difference between the amounts paid and the amounts due according to the Market Administrator's announced prices. Reports indicate

that the amount now in escrow is approximately \$42,000.

Should the court uphold the fairness and validity of the location differential as it applies to Wawa Dairy Farms, this money will be paid to the producers supplying milk to that company. Should the court decide in favor of Wawa Dairy Farms, the money will, of course, be returned to them.

Inter-State Milk Producers' Cooperative was represented in the hearing before Judge Bard as an intervenor by **Counsel A. Evans Kephart**. He presented to the court the interest of Inter-State and of the members who are now and have been shipping to Wawa since the Federal order first became effective.

It was pointed out during the course of the proceedings that more than thirty other milk handlers in the zones between 11 and 30 miles from City Hall, Philadelphia, who are affected quite similarly have not taken part in the appeal and have been paying prices to producers in accordance with the Market Administrator's determinations.

Much of the argument of the dairy company centered around the historical practice of that buyer and the differentials which were in effect previous to the establishment of the Federal order.

A dairy herdsmen's short course will be given at Pennsylvania State College, March 6 to 11. Emphasis will be placed upon disease prevention, feeding, breeding and management problems.

Great minds have great purposes.

8-Point Production Program Designed to Get Maximum Milk Output

OUR COUNTRY needs milk—all the milk we can produce. In order to obtain the greatest possible production, dairy specialists in the various states have been holding meetings to discuss ways and means whereby dairymen can obtain even a little more milk from each cow.

It is recognized in these plans that each dairyman must make the decisions which affect his own practices.

The particular objectives are summarized in an 8-point milk production program which is being presented to the dairymen at county and regional meetings, and also through general meetings for fieldmen, inspectors and others who have frequent contact with farmers.

The Eight Points

These programs are being modified slightly from state to state, in order to fit more closely the conditions as they exist in each state. The eight points follow:

1. **Grow more legume hay, pasturage, and grain.** Additional legume hay and good pasture can be used as a substitute for part of the grain in maintaining milk production. Hay and pasture are most important in the ration of the dairy cow. Milk can be produced at a lower cost on good pasture than it can on any other feed. Grain yields may be increased by increases in acreage on some farms and through use of varieties adapted to the particular area.

2. **Fertilize to increase quantity and quality of feed.** Research by the Maryland Agricultural Experiment Station indicates that when fertilizer is properly used, one ton will result in an increase of about eight tons of hay. A ton of fertilizer costing \$30.00 to \$40.00 will produce \$160.00 to \$200.00 worth of hay or \$300.00 to \$400.00 worth of grain and straw at present prices. Since greater quantities of chemical nitrogen and phosphorus will be available to farmers this year, liberal use is advised. Farmers must order and accept delivery of fertilizer during the winter months in order that they may secure the materials. Top-dressing wheat and barley soon after growth starts in the spring with fertilizer containing twenty pounds of readily available nitrogen will usually increase the yield from five to ten bushels per acre.

3. **Feed to avoid summer milk slump.** The summer milk slump followed by the slump in production in the fall is caused primarily by a lack of feed during the pasture season. Short dried pastures should be supplemented with either supplementary pasture, hay, silage or grain.

4. **Feed cows liberally during their dry period.** Dry cows should be given all the good hay, silage or pasture that they will eat. They should be in excellent flesh prior to freshening. It may be necessary to feed considerable grain to those that are in a thin condition.

5. **Keep as many cows as feed and labor permit.** Care for the number of cows that your feed and labor supply will permit. This may mean a decrease for some dairymen and an increase for others.

6. **Follow correct milking procedure.** Stimulate the cow properly by washing the udder a minute or two before milking. Then milk the cow rapidly and at regular times. Don't practice prolonged stripping. If operating a milking machine, follow the directions of the manufacturer in the operation of the machine.

7. **Produce good quality milk and avoid waste.** It is worse to produce milk that can't be used because of its poor quality than not to have produced it at all.

8. **Breed for better herd replacements and practice disease**

control methods. Good cows require very little extra feed and no more extra labor than do poor cows. Use good bulls and raise heifers from the best cows in the herd. Help control disease by raising your herd replacements. Be sanitary. Use plenty of bedding. Isolate those animals which show symptoms of disease.

Pasture Pointers Put Practical Profits In Pail

We told Inter-State members in our January Review some of the high points of pasture management on the dairy farm, emphasizing that good pasture produces dairy feed at low cost and with a minimum of labor, thus adding to dairy profits. These principles were set forth by J. B. R. Dickey of Pennsylvania State College.

This position is fully supported by H. R. Cox, extension agronomist at Rutgers University, who says that the cheapest milk is made on pasture, and that lime, fertilizer and manure judiciously applied to pasture sod will nearly always show a profit.

Cox recommends either manure or complete fertilizer. He says that an application of five to eight tons of manure per acre, supplemented with 50 pounds of super phosphate to the ton, is excellent for general pasture improvement. Or he suggests 400 to 700 pounds per acre of mixed fertilizer, such as 5-10-5, 5-8-7 or 7-7-7. Fertilizers high in nitrogen are recommended as a pasture stimulant to provide early spring grazing.

He suggests, further, that the pasture soil be tested for acidity and that lime be applied if needed.

Take one or two war bonds in regular doses.

Keep calm and avoid an unhealthy psychosis.

Get plenty of exercise salvaging steel.

Be sure what you eat is a nutritive meal.

Stay cheerful—yes, even when paying your taxes.

And work with your neighbor to help smash the Axis.

City-man: "So you're going to keep bees during the emergency?"

Farmer: "Yes, I don't want to miss anything, and I've been stung every other way I know of."

—The Emancipator



"A kiddy divey, too," so 'tis said over the radio. It will also eat grass, weeds, rags, tin cans, etc., but especially its mother's milk as will this one snapped by Mrs. Clarence W. Brown, Nottingham, Pa.

Tree Crops and Woodlots Have Place on Well Managed Farm

WOOD and other tree crops for farm consumption and cash income are so numerous and so easy to produce, it is difficult to understand why farm owners give so little thought to them according to H. Gleason Mattoon, Secretary of the Pennsylvania Forestry Association. He is of the opinion that our present indifference to trees may have come down through generations from the early settlers who were confronted by limitless forests, which they had to slash and burn in order to create a clearing in which to build a house and grow food. The fight continued for years because in the deep rich soil new seedlings sprang up each spring, necessitating repeated grubbing out.

But that is all changed. We are now told to conserve our timber resources and to replant eroded hill-sides. Timber stumpage prices in Pennsylvania are fifteen times those of forty years ago. The farm woodlot should be considered a crop to be managed and harvested when mature.

A 40-acre farm woodlot should provide periodic income in addition to firewood and lumber needed for upkeep of buildings and construction, says Mr. Mattoon, who describes two woodlands of about that acreage which are a little over two miles apart, both of which had excellent stands of trees twenty years ago. Since then the owner of one has received \$5300.00 in cash from timber sales, in addition to fireplace wood for his house and fuel wood for two other houses. And at no time has more than 20 percent of the volume of the timber been cut from it. That woodland will be ready for another cut in five years.

In contrast, the owner of the other tract has been little interested in planning even one year ahead so far as his woodland is concerned. When fire wood is needed, he cuts the handiest trees leaving large openings which soon fill with briars and inferior species, until there is today less than a 50 percent stand with not more than twenty trees on the 40 acres straight and large enough to produce good lumber.

The woodland is but one of many tree crops which can reduce costs and produce farm income. It is far cheaper to grow black locust fence posts than to buy metal ones. Christmas trees offer an opportunity to get cash from a slope too steep to plow. The improved black walnut is another crop which provides immediate cash income from

the nuts and future return from the timber.

These are but a few of the tree crops which might be considered by the farm owner. The Pennsylvania Forestry Association, which is a voluntary organization of men and women interested in the conservation and wise use of our woodlands and other tree crops, is prepared to furnish to citizens of Pennsylvania information and assistance in solving tree crop problems. Address H. Gleason Mattoon, Secretary, Pennsylvania Forestry Association, 1008 Commercial Trust Building, Philadelphia 2, Pa.

Safety in Farm and Dairy Stops Losses at Source

Safety on the farm should go beyond the prevention of injury to the farmer, his family and his help, says Dr. Geo. E. Taylor, extension dairyman of Rutgers University. He insists that it should apply to farm livestock too, and especially to dairy cows.

"Any injury to a cow's udder and teats results in decreased production and may mean the sacrifice of a good producer and valuable breeding animal," Dr. Taylor points out. "Ample bedding and stall partitions

between cows will help prevent such injury.

"Stanchions should be kept in good repair to prevent animals breaking loose during the night and horning other animals that are helpless to defend themselves. Many owners of grade cattle dehorn the milking herd in order to avoid horn injury to the udder.

"Foreign material such as wire or nails causes about five percent of the death losses in dairy herds each year. Such material should be kept out of silage, hay or grain.

"Poisoning resulting from careless handling of such things as arsenic spray material and lead paint is a common occurrence. Dairy animals are very sensitive to lead poisoning, and they happen to be fond of the taste of lead paint. Old paint cans or pails should be properly disposed of to make sure dairy cattle will not come in contact with them. Avoid the use of lead paint on the inside of the dairy barn and never permit animals to come in contact with a freshly painted surface of barn or fence."

Man thinks, and at once becomes master of the beings that do not think. —Buffon.

The dentist looking over his books, concluded: "For all the bridges I have built, there are too few who've come across."

TWO HAMPSHIRE BRED SOW SALES

Selling 100 Sows and Gilts—5 Boars

★ ★ ★ ★

MARYLAND STATE SALE

Wed. March 1, 12:30 P.M.

CAVES VALLEY FARM, GARRISON, Md.

15 Maryland Breeders selling

50 choice, popularly bred Sows and Gilts and one Register of Merit Sow

MARYLAND HAMPSHIRE STATE ASS'N

★ ★ ★ ★

QUEEN ANNE'S AMERICAN BEAUTY 4-H SALE

Monday, March 13, 12:30 P.M.

WALNUT GROVE FARM, CENTERVILLE, MD.

50 selected Gilts and 5 Boars featuring the blood of that grand Brood Sow AMERICAN BEAUTY QUEEN ANNE'S 4-H MEMBERS AND BREEDERS

★ ★ ★ ★

Hampshires - the Farmers Hog - Large Litters
Easy Feeders - Early Maturing

Buy a Sow—Be Convinced

Catalogs FREE, Write

HOWARD C. BARKER

Sale Mgr. Bel Air, Md.

Wide Seasonal Fluctuations Mark War Time Milk Production Trend

THE AVERAGE milk delivery per day from 5,000 herds supplying the Philadelphia market is shown in the chart on this page. The heavy black line shows the production of the average herd reported by the USDA weekly during 1942. The broken line indicates daily production per herd by corresponding weeks during 1943 and the dotted line indicates similar figures during January, 1944.

It will be noticed that, according to this indicator, production in the Philadelphia milk shed during 1943 ran constantly under 1942 from January until the last week of May. Then it reached a peak somewhat above 1942, but this extreme flush was very temporary and a quick drop set in which resulted in production again dropping below the 1942 level during the second week in August. From then through the first week in November there was a very marked decline in production.

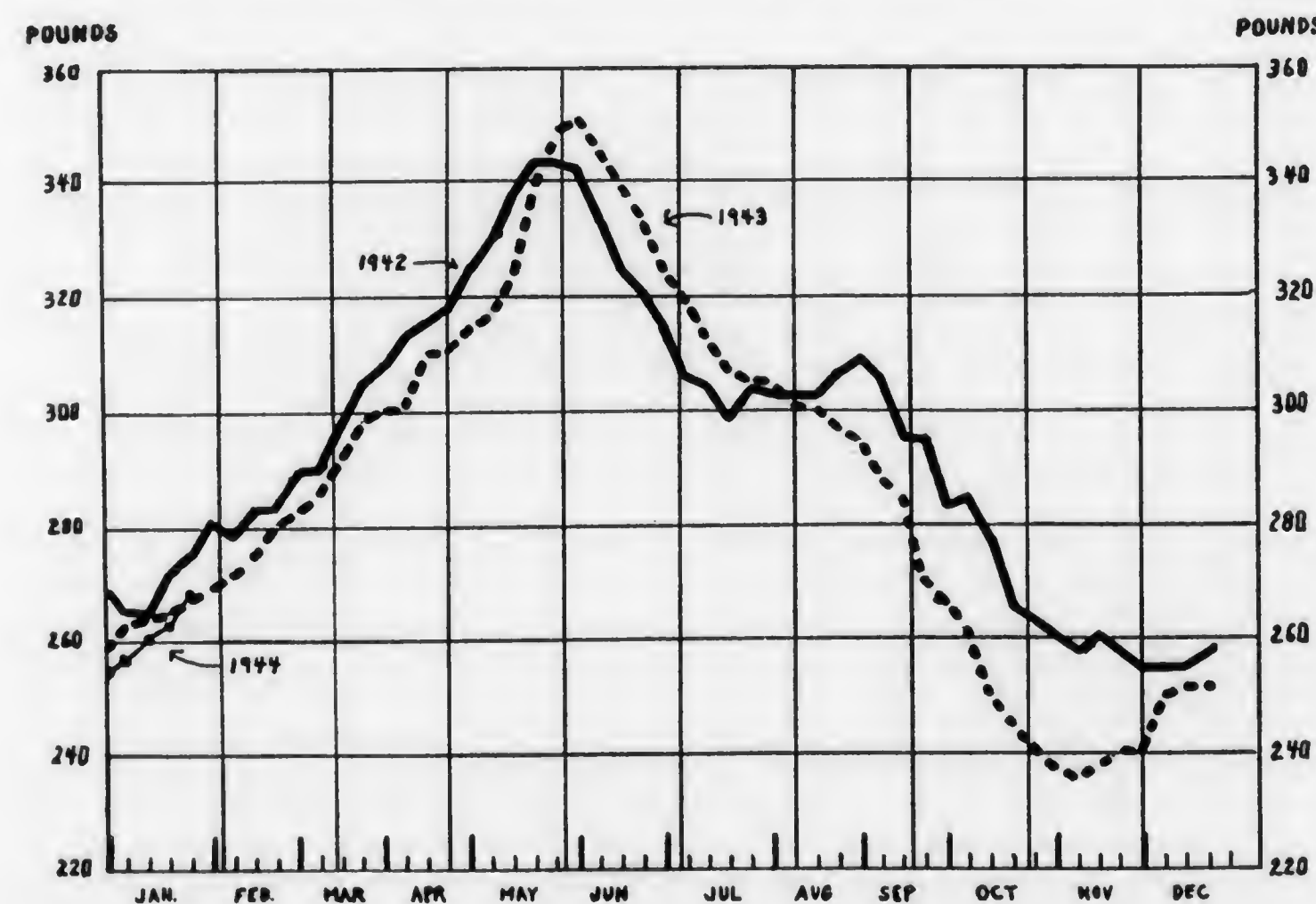
The decline was checked in mid-November, after which production began to gain, with a very rapid recovery continuing through January, 1944. The latest available weekly report, that for the last week in January, showed production to be above the corresponding week in 1943.

A wide seasonal variation in production is indicated by the broken line depicting the year 1943. The very fact that this line dipped so low during October and November suggests that certain factors are at work which may bring about

an unusually high flush production next May and June. If such is the case, it will be in accord with predictions being made this year for other production areas.

The New York Federal Market Administrator, in a release dated January 29, 1944, makes the following statement: "Every indication . . . points out that the rate of production per farm is climbing faster than it did a year ago and . . . is running less than two percent below a year ago. The rate of delivery in November, however, was 20 pounds behind the previous same month, while the December rate was only 10 pounds less than in December, 1942. The obvious conclusion is that the production pattern of the New York milk shed now reflects a wider seasonal variation than heretofore. We can expect with some certainty in 1944 that the flush production of May or June will reach a higher level than a year ago. Production in the short season, in compensating contrast, will ebb to an even lower point than it did in November, 1943."

Dr. T. G. Stitts, speaking recently at Columbus, Ohio, made the following statement relative to the probable seasonal trend of production for the United States as a whole: ". . . it seems likely that the flush season may be more pronounced in 1944 than in past years. There will be surplus milk on many markets which must be handled, which cannot in war time be allowed to go to waste."



Average Daily Delivery Per Dairy—Philadelphia (5000 Herds)
Based on Reports of the USDA for Corresponding Weeks in 1942, 1943 and 1944.

The rapid increase of production during December probably was due in part to the high rate at which grain was fed by dairymen during that month. In the Dairy Report of the Pennsylvania Federal-State Crop Reporting Service for January, 1944, we note that dairymen were reported as feeding 7.7 pounds of grain per cow daily which was the highest January 1 rate on record beginning with 1931.

The butter shortage continued through January and early February with very little relief in sight. Creamery butter production during the week ending February 3 was 12 percent lower than the corresponding week a year earlier, according to the USDA Weekly Creamery Butter Production Report. The only area showing any improvement over last year was the South Atlantic States where production was up 29 percent. The Producers' Price Current indicated a very slight improvement in supplies of butter for civilian use in the New York area during the early part of February.

It is predicted that a very slight amount of relief may be experienced in the tight butter situation up until April 1, when the set-aside program will again become effective and butter will begin to move into storage for government use. However, the volume of butter still held by the Government is extremely large and, according to the expert opinion of the Producers' Price Current, is being reduced at a "surprisingly slow rate considering the lateness of the season and the extent of the remaining reserve." There was a report from unofficial sources on February 5 that the Foreign War Administration has recently purchased a considerable quantity of Argentine butter. Although no official announcement was made of the purchase, the Producers' Price Current stated that trade estimates placed the quantity at from 26,000 to 36,000 boxes (56 pounds) of butter.

Production of dried skim milk, according to the USDA Evaporated, Condensed and Dried Milk Report, was dropping still farther behind the level of a year ago. November production of dry skim for human consumption was 39 percent under November, 1942. Dried skim for animal feed produced during November went down 65 percent from November, 1942. Total production of dried skim for human food during the year 1943 was 24 percent below the 1942 output. However, in

contrast with the serious decline in production of this vital war food, the production of dried whole milk in 1943 was 96 percent greater than in 1942. Total production of dried skim was 453,757,000 pounds while total production of dried whole milk was 124,300,000 pounds.

Evaporated milk production during 1943 is estimated by the Bureau of Agricultural Economics at 3,075 million pounds or 13 percent less than 1942 production. Stocks of evaporated milk in manufacturers' hands on January 1, however, were reported to be 181,876,000 pounds or 20 percent more than on January 1, 1943.

The cream market in Philadelphia has recently been somewhat irregular with cream approved for Pennsylvania only varying from \$23.50 to \$25.00 per 40-quart can. The Class II price declined approximately three cents from December to January, due mainly to the decline in the price of cream.

Farmers Advised to Depend on Co-ops, Not Government

In a talk before the agricultural forum which opened the Pennsylvania Farm Show meetings on the evening of January 18, S. W. Fletcher, dean of the School of Agriculture, Pennsylvania State College, gave a forthright and frank discussion of some of the problems we are now facing.

He took sharp issue, as far as Pennsylvania is concerned, with those who contend that farm prices are high and that farmers are making money or are profiteering. In this connection, he pointed out that, using 1910-14 as a base, the hourly earnings of factory workers in 1943 were 4½ times higher than in that period, while farm prices in 1943 were less than twice as high.

He said, perhaps facetiously, that perhaps the reason so many Pennsylvania dairymen are selling their cows and going out of business is that they made enough money since Pearl Harbor to retire to a life of ease.

The individual farmer was warned to be cautious in his land investments, especially considering that land prices are going up and that these have been stimulated by businessmen from cities "purchasing farms as an anchor to windward."

On the subject of cooperatives, he stated that many were organized in the depression period of the 1920's and those that didn't rest on a sound economic foundation soon passed away. He said that "others were carefully planned and are serving Pennsylvania agriculture today. In the post war period, when

prices begin to fall, there will be renewed interest in cooperatives. Now is the time to plan for this development . . . I have far more faith in cooperatives as a means of meeting the marketing problems of Pennsylvania farmers than in any governmental controls that could be devised."

This led directly into a brief discussion of subsidies, in which he said that "Subsidies is a dangerous disease. When you take away a man's self-reliance you have the beginning of the end of democracy."

He expressed regret at the need of farmers' accepting the subsidy money now being paid but recognized that this money was sorely needed to pay going expenses and that even in accepting it the great majority of farmers were looking forward to the day when supply and demand would "again rule the mart of agriculture."

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPER SERVICE

Stewart clippers cleaned and repaired. Blades sharpened, 50¢ per set. Enclose 10¢ additional for postage. Prompt service. C. H. Pownall, Nottingham, Pa. R2. Inter-State member.



CASH PRIZES

For Winning Pictures in the REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Meeting Calendar

February 29—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
March 2—Rising Sun Local dinner meeting—hour and place to be announced.
March 9—Wilmington Inter-State Milk Market Committee—Newark, Del.
March 14—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
March 14-15—Northeastern Dairy Conference—New York City.
March 21—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
March 23—District 8 dinner meeting—Hour and place to be announced.

The sap is an indication of vigor in all trees except family trees.

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department.

Your advertisement should reach us by the 10th of the month.

For sale: Fall-bred Reg. Ayrshire heifers. Sire from 500-pound cow, his sire's daughters average 395 pounds fat, dams have DHIA records. George K. Folk, Martinsburg, W. Va. R3.

FOR SALE: Two Holstein heifer calves, two months old, pure bred registered, transfers, from a bull whose sire is a half-brother to a world record cow. Price \$100 for both if sold soon. Accredited and certified herd. W. E. Gorman, Media, Pa.

FOR SALE: 1907 Chevrolet 1½-ton stake truck, new 7' x 14' body and complete motor overhaul. Howard C. Wollaston & Sons, Toughkenamon, Pa.

Plan Now for Needs Of Legume Seeds

With alfalfa and clover seed scarce and expensive, H. R. Cox, extension agronomist at Rutgers, suggests early and careful planning for the seeding of these crops. The seeding may be done in the late winter or early spring, with any of the following mixtures suitable for well drained fields now in winter wheat or winter barley: (1) seven pounds of red clover per acre; (2) eight pounds of alfalfa; (3) three pounds of red clover and five pounds of alfalfa; or (4) one pound of Ladino clover and three pounds each of red and alsike clover per acre.

For sowing on the heavier, moist soils now in winter grain, the above named mixture of Ladino, red and alsike clover should be suitable.

●

Production Limits Set on Several Kinds of Cheese

An order was issued late in January by WFA, which limits the production of many types of cheese. This order, apparently, was designed to stop the trend away from the production of Cheddar cheese toward other types which were not subject to price control and set aside orders.

The order says, "In order to obtain the most efficient use of the nation's milk supply, the WFA has issued FDO No. 92. This order restricts production of all types of cheese except Cheddar, pot and baker's to the quantity produced in 1942 so that the milk supply may be further conserved (deliveries of cottage, pot and baker's cheese already have been limited under the milk conservation order FDO No. 79). This action leaves only one kind of cheese, American Cheddar, with unlimited production."

Production of Cheddar cheese in January and February has been subject to a 30 percent Government set aside order, that is, all manufacturers must set aside 30 percent of their production for sale to the government agencies. Production of Cheddar cheese has been relatively lower than a year ago, partly because of diversion of considerable milk to the manufacture of other cheese not subject to the price and sales limitations placed upon Cheddar.

Practically all Cheddar cheese has been going, during recent months, either to the Government or to processors for processed cheese, leaving very little for the general trade.

Good pasture is the cheapest of all feeds and requires the least labor.

SAVE UP TO
500 QTS MILK PER CALF!



BEACON CALF STARTER

● With our country so desperately in need of milk, every extra quart you can market helps bring Victory nearer. Saving milk is as good as producing more—particularly when Beacon Calf Starter provides all the nutrients needed to develop healthy calves, with good strong bones and bodies.

● Send more milk to help fight the war! Feed Beacon Calf Starter—or any other good calf starter—and

Beacon is doing its utmost to produce enough Beacon Calf Starter to satisfy the demand. Most Beacon dealers can supply it in reasonable amounts. Remember, every pound of Beacon Calf Starter is saving food for Victory.

SELL the milk you SAVE! With Beacon Calf Starter you can save as much as 500 quarts per calf. Beacon Calf Starter is eaten readily by the calf—it helps promote growth and health—helps your calves develop into high-producing cows.

The BEACON MILLING CO., Inc. • Cayuga, N. Y.

Every farm needs replacement equipment and improvements that can't be had today because of the war. BUY BONDS NOW and you will have the money to get those things after the war.

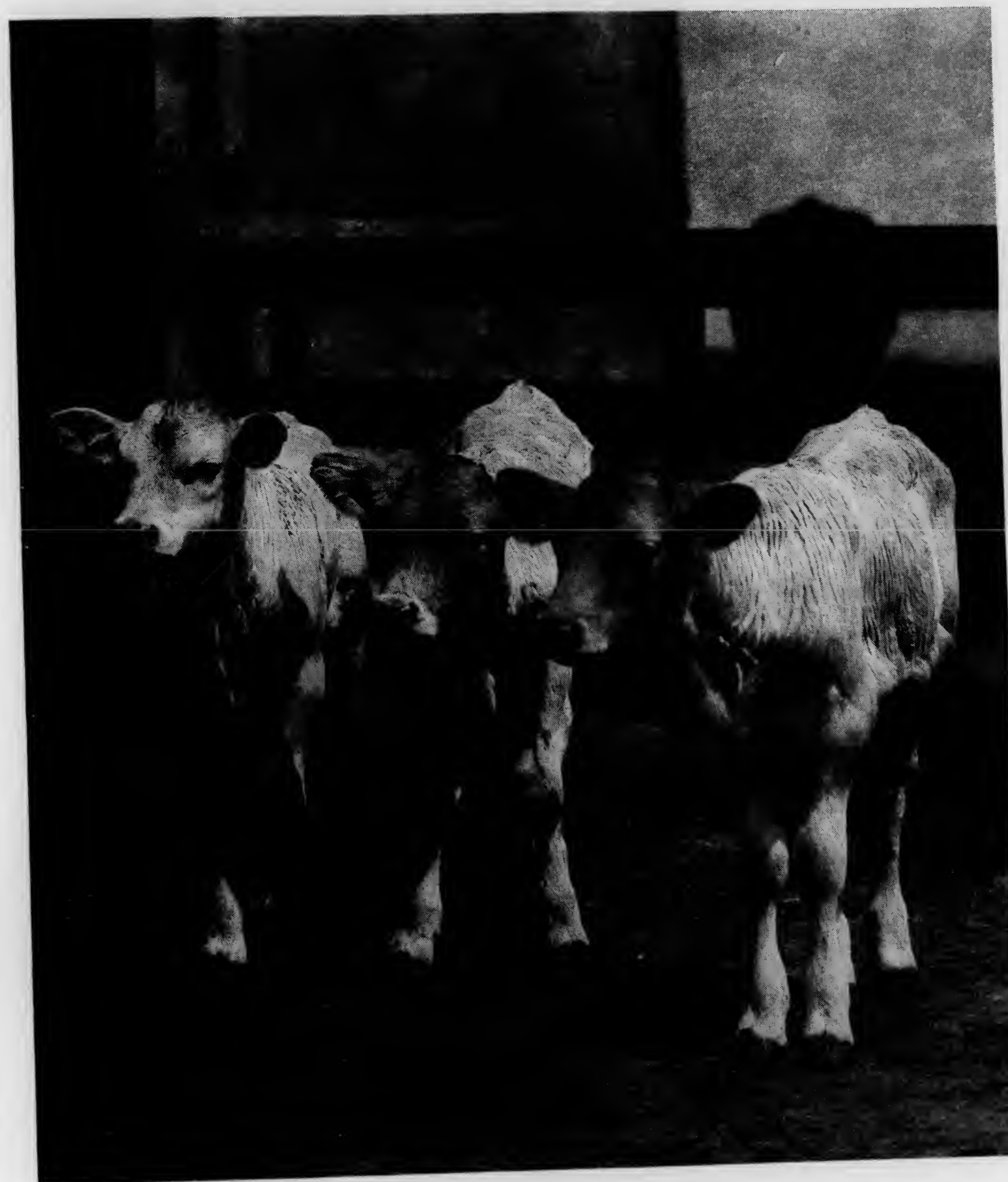
Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PROCESSORS ASSOCIATION

Vol. XXIV

Philadelphia 8, Pa., March

No. 11



Three Brown Swiss Beauties

Farm Labor Jeopardized By Recent Draft Action

THE MANPOWER needs of our armed services are continuing to increase, but the supply of men who meet the physical requirements for the services is being seriously depleted. As a result, recent orders have been issued to review all agricultural workers classified as 2C or 3C. Shortly after that order was issued, an executive order came out requiring all occupational deferments for men under 26 to be re-investigated and reclassified where that could be done.

This move presents a real danger to the nation's food production program. If handled carefully and intelligently by all draft boards the new program can be helpful, but there is the danger that many draft boards, faced with a shortage of qualified men and pressed to fill their quotas, will disregard the needs of agriculture, call up for service men who are sorely needed in food production, and thus endanger our nation's food output.

Farm Manpower Critical

Our food needs are increasing while there is evidence that the rate of production of many direct and indirect war supplies have caught up with or passed the need. It would seem that men employed in these special industries may become less essential to the extent that these industries may taper off in their production. Agriculture, however, can spare only those few men in 2C and 3C who are hiding behind agricultural deferments and are not delivering the goods.

The National Council of Farmer Cooperatives is taking a vigorous stand in this matter, in order to prevent any dangerous depletion of our present short supply of farm labor. It calls attention to the fact that in many parts of the country the number of war units per agricultural worker is less than ten, whereas the new draft requirements have set the standard at 16. This high per man output is possible only in a highly mechanized agriculture, where each man can multiply his efforts with the help of labor-saving machinery. It was also brought out that a tremendous part of our nation's food output is contributed by agricultural workers who have an output of less than 16 war units.

Men engaged in essential agricultural work and farmers who have such men in their employ who are being reclassified in 1A should take

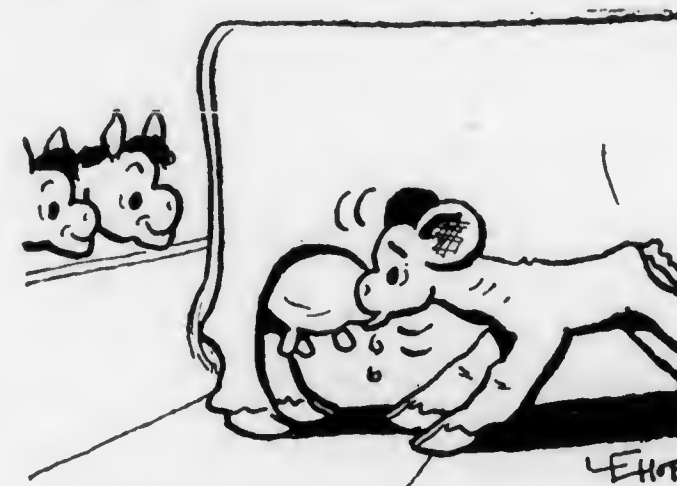
prompt steps to obtain proper deferment. This applies, of course, to those who desire such deferment or who, for the national interest, should be deferred.

Delay in bringing the facts to the attention of the local draft board may result in a man being called up for service in spite of urgent need for deferment because of his agricultural occupation.

State Case Early, Quickly

It is far easier to obtain deferment when complete facts are presented promptly and well in advance of the induction date. In fact, little, and perhaps nothing, can be done if moves in this direction are delayed until the man is called to report for military duty.

Keep in mind that the draft boards want the facts and that the great majority of them will be completely fair in their decisions as to the classification of any certain individual.



"Honest, boys, am I curtailing the nation's production of essential food?"

Welty Elected President of N. E. Dairy Conference

B. H. Welty, Waynesboro, Pa., and president of Inter-State, was elected president of the Northeastern Dairy Conference at its annual meeting in New York City on March 14-15. Leland, Spencer, Cornell University, was elected secretary while B. B. Derrick, Washington, and O. H. Hoffman, Jr., Inter-State general manager, were re-elected vice president and treasurer, respectively. Lack of time and space prevents a complete report in this issue. Watch for it in the April REVIEW.

"What's that piece of string tied 'round your finger for, Bill?"

"That's a knot. Forget-me-not is a flower. With flour you make bread, and with bread you have cheese. This is to remind me to buy some pickled onions."

More Nitrogen Per Dollar From New Fertilizer

There will be an ample supply of nitrogen fertilizer materials in 1944. For applications such as side-dressings and top-dressings, however, farmers will be limited largely to two kinds—nitrate of soda and ammonium nitrate.

H. R. Cox, extension agronomist at Rutgers University, says that since ammonium nitrate will be abundant, and since it will be cheaper per unit of nitrogen than nitrate of soda, it would be well for growers to become acquainted with the nature of this new fertilizer.

"Ammonium nitrate analyzing 32.5 per cent contains twice as much nitrogen as nitrate of soda and 60 per cent more than ammonium sulfate," Cox reports. "The new fertilizer will be in granular form, thus making distribution easy, with little chance of foliage injury."

"There are two characteristics of ammonium nitrate which have tended to discourage its use as a fertilizer. As it formerly appeared on the market, it absorbed moisture more readily than most other kinds of fertilizer materials and tended to cake in storage. Within the past year it has been greatly improved in these respects. In the manufacturing process, the granules are coated with a wax-like substance and then with a fine clay-like dust."

"Shipment in 100-pound moisture-proof bags further insures its reaching the farm in good condition. It should, of course, be kept in the bags until used, and the bags stored in a dry barn or shed. If the floor tends to be damp, put the fertilizer on a platform several inches above the floor."

Mr. Cox also says that ammonium nitrate, like nitrate of soda, involves a fire hazard. It is well to burn the empty paper bags rather than to allow them to accumulate around the barn. Burlap or cotton bags that have contained ammonium nitrate should be washed or spread out in the open until the rains have thoroughly washed the material from the fabric.

A good way to clean out a grain drill when changing seed or at the end of a season is to use an automobile tire pump.

—Nebraska Farmer.

Prof: "Young man, how many times have I told you to get to this class on time?"

Student: "I don't know. I thought you were keeping score."
—Pelican

While his older brother is helping Uncle Sam, Kenneth Burns helps his father, Clair Burns, Warriors Mark, Pa., with the chores.



Subsidies Continue by Default President's Veto Narrowly Sustained

WE STATED in the February Review that the bill to extend the life of the Commodity Credit Corporation (CCC) was then in Conference Committee and would likely be presented to the President for his approval very shortly thereafter.

Review readers generally know the result of that action—the veto by the President and the failure of the House of Representatives to override his veto. This resulted in the CCC being without authority to conduct new business after midnight of February 17, and also permitted the President and his agencies to continue to pay food subsidies because this bill, which would have specifically barred such payments, failed to be enacted into law.

The CCC is, however, being extended until June 30, 1945, through the enactment of a new bill which lacks the features objected to by the President in the Steagall-Bankhead bill.

It was stated in the February Review, too, that, should this effort to ban the wide-spread use of subsidies fail, the fight would probably be renewed in Congress when legislation comes up for extending the life of the Office of Price Administration (OPA). Reports from Washington indicate that undoubtedly this development will occur. The outcome of that battle is uncertain, of course, especially since two-thirds of each House of Congress must stand solidly behind any efforts to ban subsidies as long as the Administration is determined to use them when there is no specific law against their use.

Here, again, the outcome of legislation to that end is uncertain and should Congress fail to put through legislation preventing the use of subsidies at that time, (in extending the price control act) the subject will likely remain dormant until the new Congress goes into session in January, 1945.

That Congress will have the job of considering the extension of CCC and the conditions under which they will grant that extension after June 30, 1945.

It is quite possible, too, that OPA will be extended to the same date, with a similar responsibility regarding it placed upon the new Congress that will be elected in next November's election and will take office about two months later.

"Do Our Own Planning," Conference Advice to all Business

SOMETHING new occurred at Atlantic City on February 18-19. That was a conference of 16 national organizations representing industry, agriculture, labor, foreign trade, bankers, veterans and service organizations.

The sessions were not public but the reports coming from the conference indicate great possibilities. It is reported that the discussions were entered into freely by the representatives present. There was no question among the representatives but that our first and most urgent need is for a continued all-out war effort and the pledging of the facilities and resources of participating organizations to utmost war production.

The conference was called, however, to look beyond this important objective to the problems of peace and how to achieve the highest possible degree of prosperity and employment after the war and its artificial stimulation to business and industry. It was recognized that no one group can be prosperous unless the other groups are also prosperous.

The conference went on record as favoring an economy of plenty.

Consumers Milk Subsidy 60 & 70 Cents for 2 Months

Subsidy payments to milk producers are continuing. The rates during March and April have been increased in all sections of the country, being \$.60 per hundred pounds in Delaware, Maryland, Pennsylvania, Virginia and West Virginia, and \$.70 per hundred pounds in New Jersey.

The maximum rate is \$.80 per hundredweight, which prevails in some of the southern and south-eastern areas of extreme shortage. The minimum rate is \$.50 per hundredweight, which prevails through most of the Midwest.

Farmers who deliver cream or farm-made butter will be paid \$.08 per pound of butterfat, regardless of their location.

The release from the War Food Administration announcing the new rates states, also, that the subsidy rates originally announced from February 1 to 17 prevailed for the entire month of February. These rates were \$.40 per hundredweight in all of the Philadelphia milk shed except New Jersey, where the February rate was \$.50.

It is also announced that tentative plans call for a seasonal reduction in the rate of subsidy during the months of May through August.

instead of scarcity, and of abundant opportunity for people to have jobs and to improve their living standards and educational advantages. The need of an opportunity for people to save and invest their savings was also recognized.

In order to achieve these goals, it was stated that violent fluctuations in the income of any group, agriculture or business, and violent ups and downs in the business cycle must be avoided. Other things to be avoided were listed as monopolistic practices, the socialization of business and an economy planned by the Government. It was recognized, further, that if the interested groups fail in achieving these aims, the task of performing this job would fall upon the Government.

Agriculture was represented at this conference by Ezra T. Benson, executive secretary, John J. Riggle and Fred H. Sexauer of the National Council of Farmer Cooperatives, Mr. Sexauer serving as spokesman. Albert Goss, Master of the National Grange, was another agricultural representative and was chairman of the committee which drafted the summary statement of objectives and future activities.

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Incorporated
401 N. Broad St., Philadelphia 8, Pa.

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Congress Permits New Name For Skimmilk Products

Non-fat solids of skimmilk when dried may hereafter be called "dry milk solids," "defatted milk solids," or "non-fat milk solids," in accordance with a bill recently approved in Congress, the Senate approving it by a 46 to 4 roll call vote. It now awaits presidential approval.

This change was asked by the dry milk industry because of demands made by the Federal Food and Drug Administration that a descriptive term including the word "skimmilk" must be used on the label of any food of which a skimmilk product is a constituent.

In some cases prospective users

refused to use the product when it was learned that the label had to carry such descriptive terms, it being asserted by them that the use of the word "skimmilk" had a negative effect on the attitude of consumers toward their product. This was especially prevalent in the baking industry which has found that the use of non-fat solids of milk improves the flavor, nutritive value and keeping qualities of bread and other bakery products.

The four votes against this bill in the Senate were by **Senators Russell** of Georgia, **Maybank** of South Carolina, **Overton** of Louisiana and **Tunnell** of Delaware.

OPA Order Permits Co-op Dividends

We reported in the February issue of the Review that OPA was drawing up an order to exempt patronage refunds paid by cooperatives to their members from inclusion in prices of the product. The order to this effect was released on February 15.

It stipulates conditions which must be met by a cooperative in order to have its patronage refunds exempted from inclusion as a part of the price. The requirements are substantially the same as those set forth in the Capper-Volstead Act which a cooperative must meet in order to be exempted from the income tax.

Summarized, these requirements are that the association must operate on a cooperative basis for the mutual benefit of its members. It must not handle a greater proportion of non-member business than of member business. It must be free of control—with respect to finances, policy, payment of patronage dividends, the employment and compensation of its personnel or agents or in any other way—by any other person.

It must not agree in advance to paying patronage dividends of a definite amount or at a specific rate. It may pay patronage dividends only at the end of regular accounting periods, at which time patronage dividends are ordinarily declared. It must follow substantially its regular practice in the determination of the amounts and methods of paying these patronage dividends.

This order complies very closely with the decision handed down by **L. H. Schwollenbach**, U. S. District Judge for the Eastern District of Washington, in which he reversed OPA in an effort to enjoin the Inland Empire Dairy Association from paying patronage dividends.

All citizens can have a part in helping to prevent inflation by buying war bonds and stamps.

Personal Glimpses

At the annual meeting of the Lancaster County Holstein Breeders' Association held recently, **Clair Eby**, Gordonville, was elected second vice president. Elected members of the 1944 executive committee were: **Paul Longenecker**, Strasburg; **Harry Zook**, Lancaster; **Earl L. Groff**, Strasburg, and **Naa-man Stoltzfus**, Morgantown.

On February 18, **R. C. McMullen**, former Governor of Delaware, died after a heart attack at his home in Wilmington, Del. Mr. McMullen had attended the District 9 Inter-State dinner just one week before his death.

Two well-known dairy herds of long standing in West Windsor Township, N. J., were sold during February. The sales were held by **George A. Groendyke** and **LaMonte Everett**.

At the annual meeting of the Franklin County Guernsey Breeders' Association, held March 6, **B. H. Welty**, of Waynesboro was elected president for the ensuing year.

On February 26, **Edna G. Wickersham**, daughter of **Howard W. Wickersham**, Inter-State director from District 15, became the wife of **Leon H. Wilkinson** of Landenberg. The wedding took place at the West Grove Friends Meeting House.

J. Lawson Crothers, Inter-State director from District 10, has been named foreman of the Grand Jury of the Circuit Court for Cecil County, Md. Among the Grand Jurors are **Roscoe M. Rawlings**, **Glenn McGrady**, **Chester Bradley** and **J. Horace Hawley**.

The regular quarterly meeting of the Ninth District Farmers' Club was held at the home of **Mr. and Mrs. Fred J. Fox**, Principio, Md. The next meeting will be held at the home of **Mr. and Mrs. Elisha D. Kirk**, Farmington, Del.

Granges and 4-H Clubs Can Get "Safety" Pointers

Program chairmen of rural organizations are advised to get in touch with the National Safety Council, 20 North Wacker Drive, Chicago 6, Ill., for vital, worth while material that can be used in their meetings. This suggestion is especially appropriate for lecturers of subordinate granges and 4-H club leaders.

The taking of safety measures is frequently so simple and obvious that it is overlooked. Literature available from the National Safety Council will be invaluable in driving home safety lessons which may save lives and avoid loss of time, money and property which results from preventable accidents.

Pointers on Reading Tests Written in "Half-Points"

Inter-State fieldmen have observed an occasional difficulty on the part of producers in the understanding of butterfat tests when they are reported in two places after the decimal. It has been suggested that we prepare a brief explanation of this matter for readers of the Review.

This suggestion may help. It applies only to tests reported in two places to the right of the decimal point, such as 3.85% or 4.10%. If the second digit to the right of the decimal is "5"—as in 3.85%—the test is 3.8½ (halfway between 3.8% and 3.9%—or halfway between 3.80% and 3.90%). This could be read "three point eight five." The 5 in the second place after the decimal always represents one-half of a "point."

If the second digit to the right of the decimal is a "0", as in 4.10%, the test would be the same as though it were written 4.1%. It could be read as "four point one" or "four point one naught."

A test of 4.05% is halfway between 4.00% and 4.10% (or halfway between 4.0% and 4.1%). This would be read "four point naught five." The naught in a case of this kind—4.05%—must be included as a part of the test figure. It should not be confused with 4.50% (same as 4.5%) and which would be read as "four point five naught" or ("four point five").

Schools Training Boys For Summer Farm Work

Elementary training courses are being given in the Philadelphia public schools for boys and girls who might wish to work on farms during their summer vacation periods. Although, of necessity, this training must be limited in its nature, and in some instances may be further handicapped because of the urban background of the boys and girls taking the training courses, this offers a real opportunity to farm people to obtain help during their busy summer months.

Skill will be required on the part of the farmer in the further training of these young folks, especially in adapting them to special jobs that may come up. This work of teaching requires thought and study and those who will give it the needed attention will be able to obtain real help from this source.

Inquiries may be addressed to the Board of Education, Philadelphia, Pa.

I find life an exciting business and most exciting when it is lived for others.



These twin calves even braved the snow to have their picture taken with their owner, **Joseph B. Callahan** of Cordova, Maryland.

This Is One For "Believe It or Not"

The unusual has happened. The Government has had turned back to its treasury, without any request or encouragement on its part, approximately one-quarter million dollars. This was done by an agency which the Government asked to handle an emergency program.

The agency was the Southern States Cooperative, and the occasion was the handling of hay for drought stricken dairymen in the mid-Atlantic area, including North Carolina, Virginia, West Virginia, Maryland, Delaware and parts of Pennsylvania.

The Southern States Cooperative was asked by the Government to handle this job and Southern States agreed to do it with the stipulation that they be permitted to perform this service at out-of-pocket cost and would accept no allowance for normal overhead or general administration, and, further, that they would return to the Commodity Credit Corporation whatever savings might be made in handling the hay.

This program was under the direction of **Dr. T. K. Wolfe**. Approximately 10,000 carloads or 150,000 tons of hay were delivered to dairymen—enough to feed 100,000 dairy cattle. Southern States was allowed a handling margin of \$2.00 a ton on this hay. They did the job for \$4.40 a ton. The difference, an estimated \$250,000, will be returned to the Commodity Credit Corporation.

Assisting Southern States was the Farmers Cooperative Exchange in North Carolina and the Farm Bureau in those counties of Pennsylvania included in the drought area.

Progress begins with getting a clearer view of the obstacles.

Keep Those Milk Statements

It's all over now until another year, but it is a safe bet that hundreds of farmers over the Philadelphia milk shed wish they had taken better care of their milk statements, so that when they made out their income tax returns they would have the information before them in black and white.

The saving of these milk statements is more important than ever. Offices are affected by the manpower shortage just as are farmers, stores, factories and every other place, and every time a producer must call upon his milk dealer to give him again the information contained on his milk statements he is adding to the work that his milk dealer must have done. Not only that, it is usually more trouble to the producer to get duplicate copies of those statements than it would have been to keep the statements that originally came with the checks.

Again, we urge every Inter-State member to save all milk statements. Put them in a definite place as received each month, and when it comes time to make out the next income tax report that part of the job will be simplified.

Overdue Subsidy Payments May Still Be Obtainable

We receive reports now and then of producers who have not gotten the consumer subsidy payments being paid to farmers to defray the cost of production while holding down the cost of milk to the consumer. These payments started on October production. Payment on the October production was available in November. Payment on the November and December production was available in January; on January production, in February; and on February production, in March.

Inter-State members who have not gotten payments now overdue should get in touch with the fieldman in their territory (names and addresses on page 4), or write directly to this office. In writing, state the month or months for which payments have not been received, the amount of milk sold each such month, the county in which you live and the dealer to whom you sell. Each of these points is important.

It may not be possible in all cases to obtain payments on past periods but if the county or State AAA officials in charge allow them under the particular circumstances we will help get them for you.

The easy chair is what makes life so hard for a lot of us.

Class Prices, Pennsylvania Markets

Area	Area	Class I	Class II	Class III
Name	Number	Jan.-Feb.	Jan.	Feb.
Philadelphia Suburban	1A	\$3.85	\$3.355	\$3.321
Altoona	9	3.70	3.306	3.252
Huntingdon-Tyrone	10-2	3.45	3.306	3.252
State Wide	11	3.50	3.306	3.252
Lancaster	14	3.73	3.323	3.271
Reading	15	3.70	3.323	3.271

Prices Paid for 4% Milk

January	Location	Area	Price
Arrowhead-Shoemaker Dairy	Bridgeton, N. J.	1A	\$4.03
Bechtel, Lloyd	Royersford, Pa.	1A	3.85
Blue Hen Farms	Wilmington, Del.	1A	3.88
Cream Top Dairy	Lancaster, Pa.	14	3.70
Eachus Dairy	West Chester, Pa.	1A	3.82
Everett Ice Cream Co.	Everett, Pa.	10,22	3.44
Hershey Creamery Co.	Greencastle, Pa.	9	3.70
Hoffman's	Bedford, Pa.	10,22	3.56
"	Huntingdon, Pa.	10,22	3.56
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.57
Strickler, Dean D. & Son	Huntingdon, Pa.	10,22	3.40
Tri County Dairy	Honey Brook, Pa.	1A	3.90
Chas. G. Waple Dairies	Tyrone, Pa.	10,22	3.40
Williamsburg Dairy	Williamsburg, Pa.	10,22	3.70

February	Location	Area	Price
Abbotts Dairies	(N.J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.88
Centerville Producers Co-op.	Centerville, Md.	—	3.79
Clover Dairy Company	Wilmington, Del.	—	3.88
Delamore Dairy	Wilmington, Del.	—	3.88
Fraim's Dairy	Wilmington, Del.	—	3.93
Greenhill Dairy	Wilmington, Del.	—	3.86
Highland Dairy Products	Doe Run, Pa.	1A	3.85
New York City Buyers	201-10 mile zone	—	3.60
Supplee-Wills-Jones	Nassau, Del.	—	3.67
West End Dairy	Wilmington, Del.	—	3.90
Western Maryland Dairy	Rising Sun, Md.	—	3.79

Classification Percentages

Pennsylvania (State Control) and Wilmington

January	I	IA	II	III	"A" Bonus
Blue Hen Farms	93	x	7	x	—
Clover Dairy Company	93	x	7	x	91
Cream Top Dairy	98	0	0	2	—
Eachus Dairy	95.7	0	4.3	0	—
Everett Milk & Ice Cream Co.	68.27	0	31.73	0	—
Hoffman's	77	10	13	0	—
Penn Cress Ice Cream Co.	69	0	31	0	—
Williamsburg Dairy	100	0	0	0	—

February	I	IA	II	III	"A" Bonus
Clover Dairy Company	93	x	7	x	88.23
Fraim's Dairy	89.108	x	10.892	x	86

January	Norm	Cream
Arrowhead-Shoemaker Dairy	100	—
Castanea Dairy	100	—
February	Norm	Cream
Abbotts Dairies	100	—
Castanea Dairy	100	—
Supplee-Wills-Jones (% of norm)	100	Balance

Feed Price Summary for February, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	Feb. 1944	Jan. 1944	Feb. 1943	% Change Feb., 1944 compared with Jan., 1944	Feb., 1943
Wheat Bran	51.50	52.50	49.61	-1.90	+3.81
16% Mixed Dairy Ration	58.93	58.60	49.13	+0.56	+19.95
24%	64.10	64.25	55.00	-0.23	+16.55

MILK that carries the odor of GARLIC has lost its "sales appeal." That is why it is rejected at the receiving platform.

Avoid garlicky flavor in your milk by keeping cows off early, garlicky pastures. If there is no choice, feed the cows plenty of hay or other dry feed along with the pasture and bring up from pasture at least six hours before milking.

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
January	\$3.93	\$3.175
February	3.93	3.170
March	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
December	\$3.83	\$2.67
January	3.83	2.67
February	3.83	2.67

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	Dry Skimmilk
January	\$25.28750	†11.72445¢
February	25.15625	11.867495¢

*—Per 40-quart can of 40 percent cream;

†—Per pound of roller process dry skimmilk;

each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75¢ per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers

December, 1943	Grade "A"	Grade "B"
Dairy	& Premium	
Abbotts Dairy	\$4.23	\$3.83
Arrowhead-Shoemaker	4.23	3.83
Bundick Dairy	4.23	3.83
Castanea Dairy	4.23	3.83
Decker, Conrad	4.23	3.83
Holly Ravine Dairy	3.87	3.83
Kligerman Dairy	4.23	3.83
Locust Lane Farms	4.20	3.83
N. J. Milk Products	3.96	3.83
Parks Dairy	4.23	3.83
Rainier's Dairy	4.19	3.83
Scott-Powell Dairies	4.23	3.83
Supplee-Wills-Jones	4.23	3.83
Sylvan Seal	3.74	3.83
Wilson Dairy	4.23	3.83

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Beggar: "Say, Buddy, could you give me two bucks for some coffee?"

Businessman: "Two bucks? I always thought you fellows asked for a nickel for coffee."

Beggar: "Yeah, I know, but I'm putting all my begs in one ask-it."

Prospective Bridegroom (gaily): "Will it take much to feather a nest?"

Furniture Dealer: "Oh, no, only a little down."

Prices 4% Milk, Jan. and Feb.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during January and February, 1944.

Handler	Plant Location	Location Differential	Jan. Price	Feb. Price
Market Average	f.o. b. Philadelphia	—	\$3.951	\$3.924
Abbotts Dairies	Philadelphia, Pa.	—	\$4.050	\$4.000
"	Curryville, Pa.	339	3.681	3.631
"	Easton, Md.	283	3.737	3.687
"	Goshen, Pa.	241	3.779	3.729
"	Oxford, Pa.	227	3.793	3.743
"	Port Alleghe, Pa.	416	3.539	3.512
"	Spring Creek, Pa.	451	3.504	3.477
Ardmore Home Dairies	Ardmore, Pa.	—	3.967	3.975
Baldwin Dairies	Philadelphia, Pa.	—	3.968	3.957
Barlow, A. C. & Son	Glen Mills, Pa.	11	3.839	3.839
Bedminster D'ymn's Ass'n	Bedminster, Pa.	22	3.787	3.772
Bergdoll's, John C., Dairy	Boothwyn, Pa.	09	3.918	3.888
Booth, Chas. T.	Chester, Pa.	07	3.915	3.898
Breuninger Dairies	Philadelphia, Pa.	—	4.001	3.988
"	Richlandtown, Pa.	227	3.744	3.731
Brookmead G'rns'y Dairies	Wayne, Pa.	07	4.113	4.078
Brown's Dairy	Glenside, Pa.	07	3.808	3.899
Buck's Co. Farms Dairies	Morrisville, Pa.	07	3.659	3.667
Buehlers Dairy	Willow Grove, Pa.	07	4.059	4.057
Clover Crest Dairy Farm	Newtown, Pa.	13	3.863	3.863
Cooklyn Milk Co.	Goldsboro, Md.	262	3.627	3.553
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.974	3.952
Crumdale Farms Dairy	Berwyn, Pa.	09	4.038	4.017
Crystle, Wm. H., Dairy	Chester, Pa.	07	3.861	3.876
Darlington Bros.	Darling, Pa.	09	3.979	3.931
Deger's Dairy	Mont Clare, Pa.	13	3.839	3.849
Dietrich's Dairy	Reading, Pa.	234	3.693	3.642
Engel Dairy	Philadelphia, Pa.	—	4.002	3.993
Ervin's Dairy	Philadelphia, Pa.	—	4.064	4.027
Frankford Dairies	Philadelphia, Pa.	—	3.974	3.972
Gailey Ice Cream Co.	Delta, Pa.	248	3.663	3.640
Gardenville D'ymn's Ass'n	Gardenville, Pa.	13	3.816	3.785
Gardenville Farm Dairies	Gardenville, Pa.	13	4.003	3.942
Gaynor, Hyland L.	Boothwyn, Pa.	09	3.874	3.848
Gorman Dairies	Newtown, Sq., Pa.	07	4.098	3.966
Greentree Creamery Ass'n	Obelisk, Pa.	22	3.677	3.670
Gross, Charles, Dairy	Philadelphia, Pa.	—	4.037	4.044
Grubbs Dairies	Media, Pa.	07	3.979	4.030
Hamilton Dairies	Philadelphia, Pa.	—	3.981	3.946
Hansell, A. R.	Mainland, Pa.	11	3.930	3.948
"	Philadelphia, Pa.	—	3.820	3.838
Harbisons' Dairies	Philadelphia, Pa.	—	3.992	3.950
"	Brandtsville, Pa.	276	3.686	3.644
"	Byers, Pa.	22	3.742	3.700
"	Carlisle, Pa.	276	3.686	3.644
"	Hurlock, Md.	283	3.679	3.637
"	Massey, Md.	241	3.721	3.679
"	Millville, Pa.	332	3.630	3.588
"	Sudlersville, Md.	248	3.714	3.672
"	Philadelphia, Pa.	—	3.983	4.003
Hernig, Peter, Sons	Boiling Springs, Pa.	276	3.677	3.697
Hershey Creamery Co.	Biglerville, Pa.	283	—	3.552
"	York Springs, Pa.	276	—	3.559
Hill Crest Farms	Eddington, Pa.	09	4.042	3.976
Holiday Dairy	Norristown, Pa.	11	3.863	3.941
Homestead Guernsey Farm	Chester Heights, Pa.	11	3.913	3.904
Hutt's Dairies	Philadelphia, Pa.	—	4.042	4.013
Individual Dairies	Philadelphia, Pa.	—	4.082	4.051
Ivy Crest Guernsey Dairies	Hatboro, Pa.	09	4.011	3.991
Jersey Queen Dairy	Philadelphia, Pa.	—	4.070	4.006
Johnson, J. Ward, Dairy	Woodlyn, Pa.	07	3.898	3.885
Lehigh Valley Farmers	Allentown, Pa.	234	4.030	4.160
Marmer, John	Bryn Mawr, Pa.	—	3.858	3.898
Marshall, T. Forest	Linwood, Pa.	09	3.884	3.873
Martin Century Farms	Lansdale, Pa.	11	3.960	3.799
Meyers Dairies	Ambler, Pa.	09	3.890	3.883
Miller-Flounders Dairy	Chester, Pa.	07	4.004	3.989
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	4.063	4.058
Mont-Berk Dairy Co.	Boyetown, Pa.	227	3.612	3.606
Nelson Dairies	Norristown, Pa.	09	3.872	3.862
Oakes Dairy Farm	Chadds Ford, Pa.	11	3.926	3.941
Oakland Farms	Fairview Village, Pa.	11	3.866	3.826
Pennbrook Milk Co.	Philadelphia, Pa.	—	3.995	4.004
Penn-Reed Milk Co.	Belleville, Pa.	318	3.522	3.481
Quaker-Maid D'y Products	Philadelphia, Pa.	—	4.052	3.981
Quinn's Dairies	Philadelphia, Pa.	—	3.925	3.954
Richards, F. H.	Philadelphia, Pa.	—	\$4.055	\$ —
Rosenberger's Dairies	Hatfield, Pa.	13	3.774	3.778
Schillinger's Dairies	Philadelphia, Pa.	—	4.010	3.947
Schmidt, J. Edward & Son	Huntingdon Valley, Pa.	09	3.949	4.142
Scott-Powell Dairies	Philadelphia, Pa.	—	3.956	3.954
"	Ardmore, Pa.	—	3.956	3.954
"	Clayton, Del.	241	3.685	3.683
"	Fairdale, Pa.	318	3.608	3.606
"	New Holland, Pa.	234	3.692	3.690
"	Pottstown, Pa.	22	3.706	3.704
"	Snow Hill, Md.	304	3.622	3.620
Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.702	3.613
Suburban Dairies	Manoa, Pa.	—	4.109	4.068
Supplee-Wills-Jones	Philadelphia, Pa.	—	3.966	3.966
"	Bedford, Pa.	332	3.604	3.604
"	Chambersburg, Pa.	297	3.639	3.639
"	Hagerstown, Md.	304	3.632	3.632
"	Harrington, Del.	262	3.674	3.674
"	Huntingdon, Pa.	332	3.604	3.604
"	Leaman Place, Pa.	234	3.702	3.702
"	Lewistown, Pa.	311	3.625	3.625
"	Mercersburg, Pa.	311	3.625	3.625
"	Mt. Pleasant, Del.	227	3.709	3.709
"	Princess Anne, Md.	297	3.639	3.639
"	Townsend, Del.	234	3.702	3.702
"	Worton, Md.	255	3.681	3.681
Sylvan Seal Milk	Philadelphia, Pa.	—	3.908	3.877
Sypherd's Dairies	Philadelphia, Pa.	—	3.950	3.956
Taylor's Dairy	Jenkintown, Pa.	—	4.089	4.053
Turner & Wescott	Glenroy, Pa.	234	3.689	3.647
Walnut Bank Farms	Philadelphia, Pa.	—	4.010	4.014
Warners Dairy	Berwyn, Pa.	09	3.928	3.926
Wawa Dairy Farm	Wawa, Pa.	09	3.915	3.826
Willow Ridge Farm	Hatboro, Pa.	09	3.952	3.894
Wilmer Dairies	Conshohocken, Pa.	07	3.848	3.817
Wissahickon Dairy	Philadelphia, Pa.	—	3.982	3.931
Witchwood Dairy	Spring House, Pa.	11	3.920	3.943

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight as listed in the tabulation on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

MARKET SUMMARY

	Feb. '43.	Jan. '44	Feb. '44
Class I price, 4% milk	\$3.700	\$4.050	\$4.050
Class II price, 4% milk	2.942	3.295	3.290
Weighted Average Price	3.556	3.951	3.924
Class I, pounds	59,274,621	63,368,857	62,674,683
Class II, pounds	7,643,485	4,549,150	5,248,100
Total pounds	66,918,106	67,918,007	67,922,783
Class I, percent	88.58	93.30	92.27
Class II, percent	11.42	6.70	7.73
Average butterfat test, %	3.99103	4.03896	3.97344
Number of producers	9,585	9,385	9,502
Value, 4% basis, f.o.b. Philadelphia	\$2,386,312.08	\$2,683,750.67	\$2,665,482.60

Secondary Markets

Altoona-Huntingdon

A large proportion of the producers shipping to Cramer's Dairy at Bellwood have recently become members of Inter-State Milk Producers' Cooperative, plans having been worked out to render service to these members in cooperation with the dairy.

The production situation in this area is now quite satisfactory, with an ample supply but very few dealers having any burdensome excess. Developments are being watched so as to avoid any backing-up of milk during the flush production season.

South Jersey

A meeting of the presidents and managers of the five Inter-State secondary milk market committees was held in Philadelphia on March 8. This was attended by **Willard Gardiner** and **Floyd Ealy**, president and manager, respectively, of the South Jersey committee.

It was reported at that meeting that several smaller dealers in South Jersey had more milk than their current needs. Mr. Ealy had assisted in moving some of this milk to a Wilmington dealer who was short of milk.

Plans are now being developed to move excess milk of any dealer in the Philadelphia and Camden areas to other dealers who may be in position to use it for either fluid or manufacturing purposes.

Four more dealers have recently been approved in the South Jersey area and most of the producers supplying these dealers have been signed up as Inter-State members.

The annual dinner meeting of the Bridgeton and Deerfield Locals was held on February 17, with 115 members and friends attending. **Wm. H. Martin**, Dean of the School of Agriculture, Rutgers University, and **B. H. Welty**, Inter-State's president, were the principal speakers.

Trenton

Milk production in the Trenton area has not shown its normal seasonal increase this year. This is doubtless due, in large part, to the sale of a number of good dairies. This is a direct result of the price situation, the price of milk not warranting replacements and conditions in general discouraging milk production.

Good hay is selling for \$35.00 per ton. In some sections labor is refusing to milk cows, regardless of wage inducements. Uncertainty about the future has also been a deterrent to production.

Wilmington

The Wilmington Market Committee met at Newark on March 9, one of the main subjects of discussion being the continued shortage of milk in the area, with most of the Wilmington buyers needing additional supplies. The committee was aware of no nearby supply of milk which could be used to meet this shortage.

The committee is sponsoring a meeting to be held in April, at which specialists from the University of Delaware will discuss the control of bovine mastitis and will show movies to illustrate their talk, and especially control measures to be used in combatting this ailment. Members in New Castle county will be notified of the time and place of the meeting.

It is reported by **Manager Ealy** that all buyers in Wilmington to whom Inter-State members send milk, except one, are now sending daily weight slips to each shipper. The one dealer not now doing so has made plans to start this service and is awaiting equipment and supplies necessary to give this information daily.

This service has been obtained through constructive and regular efforts of the Market Committee. Members are being asked to check these daily weight slips as they are received.

Lancaster

Although there has been a gradual gain in production of milk in the Lancaster area, the local buyers have been able to handle the supply without difficulty. Indications point to an excess in production during the spring months, but it is anticipated that the milk will be moved without loss of market to producers.

The Lancaster Market Executive Committee met on February 21, at which time a complete report on market conditions was made by **Manager Chas. E. Cowan**.

The War Food Administration, Office of Distribution, has announced that consideration is being given the holding of a public hearing on proposed amendments to Order No. 27, regulating the handling of milk in the New York Marketing Area.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during February, 1944.

	FEB.
Farm Calls.....	1074
Non-Farm Calls.....	181
Butterfat Tests.....	3894
Plants Investigated.....	63
Herd Samples Tested.....	243
Brom Thymol Tests.....	173
Microscopic Tests.....	92
Membership Solicitations.....	351
New Members Signed.....	66
Meetings.....	39
Attendance.....	4388

Clean Farming Practices Help Control Corn Borer

Certain farm management practices will go a long way in reducing the corn borer menace. This is a year-round job but a few of the practices must be given attention in the spring months. Those rules as given in Circular 245 of the Pennsylvania Agricultural Extension Service, State College, Pa., are as follows:

Shred all stover or burn unused portions.

Plow down short stubble in late fall or spring.

Pole down high stubble and standing stalks when ground is frozen and bare, rake up and burn refuse, and plow land in spring.

Clean up and burn all corn refuse before May 1.

Shell ear corn and burn cobs before May 1.

Farmers having cribs screened for rodent control may catch many moths emerging from cobs in the crib by adding another tight cover of ordinary fly screen over the one already in place or by covering the crib tightly with wire fly screen.

Growers of ornamental flowering plants should spade all pithy stem plants under the soil or gather them in small piles and burn them completely.

Encourage and help your neighbors in the work.

Note that last point especially. The more thoroughly a community as a whole does these things, the better chance it has to reduce the corn borer infestation. Talk this up among your neighbors. Discuss it at your Grange and other farm meetings.

The man who does things that count is usually the fellow who doesn't stop to count them.

Mix two parts judgment with one part energy and you have the Success recipe.

"What Every Young Nurse Should Know"

The Cadet Corps Learns About Nutrition from Dairy Council Worker

DURING RECENT months a certain charming young lady has been smiling forth on an intrigued citizenry from magazine covers and posters. Trim and fetching in a uniform of grey, silver and red, she wears on her smartly tailored sleeve the Maltese Cross—insignia of the US Cadet Nurse Corps.

The widespread appearance in public of this eye-filling maiden is a part of the program being followed by the US Public Health Service to acquaint the nation with the rapidly growing corps of young women who are enlisting in what they rightly call "a proud profession." Prompted by the dangerous nursing shortage which has resulted from wartime demands, Congress has made available funds for the training of thousands of cadet nurses, to meet the need for trained personnel in the armed forces, civilian hospitals, war plants and public health centers.

Since the program offers an opportunity to the many girls who have "always wanted to be a nurse" to receive their training free of charge, serve their country, and pocket a monthly pay check to boot, it goes without saying that the volume of enlistments has been, and will continue to be, considerable. (Incidentally, the extremely attractive uniform is not exactly a deterrent!)

Why the Council Helps

The constant influx of new recruits has naturally created the problem for the training schools of obtaining enough of the right people to provide an adequate and competent staff of instructors. Which brings us to the reason why the Dairy Council, aside from its desire to give impetus to a fine movement is telling you about the cadets.

The standard curriculum for student nurses includes a course in nutrition and food preparation; and the Hospital of the University of Pennsylvania has turned over the instruction of its trainees in this phase to Drexel Institute's Department of Home Economics. Drexel has in turn come to the Dairy Council to obtain the services of Miss Lucy M. Queal of our nutrition staff as an instructress in the weekly classes which they are conducting. As a result, Miss Queal has for the past few months been teaching three classes of nurses every Saturday morning.

During the past twelve years, Miss Queal has operated in a broad

field of public contact work. Her fact-packed talks on nutrition and her food demonstrations have been given before thousands of women's clubs, P.T.A. meetings, and home economics classes. More recently, she has devoted a large portion of her time to the contacting of large industrial plants and business houses, assisting them in the solving of their wartime feeding problems. As a result of these contacts, she has developed a human approach to the subject of nutrition which makes her instruction work in this field both practical and appealing.

Needless to say, we are mighty pleased and extremely proud to know that our organization includes the kind of person who measures up to the exacting standards of one of our finest hospitals and one of our most respected educational institutions. It seems to us that such recognition is real evidence that the rigid requirements which have governed the building and maintaining of our staff of workers have been justified.

Miss Queal is well equipped for the important assignment which has been handed her. A graduate of Columbia University with degrees of Bachelor of Science and Master of Arts, she began her work with the Dairy Council in 1932. Prior to that time, she had served as Dietitian at the Babies Hospital of Rochester, Food Editor of the "Farm Journal" and supervised Home Economics in Philadelphia Public Schools.

A Tremendous Influence

In her work at Drexel Institute, Miss Queal is finding the opportunity to sow the seed of good nutrition in fertile and, in some cases, as yet untilled soil. Not only are the neophyte nurses eager to learn the facts about food, but many begin their training with little or no conception of nutritive values or preparation methods. Since these girls will, in their future work, exert a tremendous influence on the health habits of people in general, the task of guiding their thinking in the right direction is an important one. It is also a gratifying one to a Dairy Council worker, in view of the fact that the nurse's use of food must necessarily place considerable emphasis on milk and other dairy products!

The course, which covers a period of fifteen weeks, includes a general study of nutrition as a science, the classification of foods and their

composition, the purposes and value of each of the food elements, and a thorough study of dietary needs. This last phase considers infant and child feeding and the dietary requirements of the entire family. Practical laboratory work is included, demonstrating the preparation of simple foods suitable for patient feeding, such as eggnog, junket, baked apple and puddings. One could almost look forward to a stay in the hospital under the care of a cadet nurse, for they are even instructed in the importance of attractive tray-setting and—possibly the most worthwhile of all—the art of keeping hot things hot and cold things cold.

More Demands Being Made

This nutrition course is but one small part of the intensive training which the Corps is receiving. But it is a vital part, and one which requires expertness of instruction. The fact that Miss Queal is considered equal to the job is evidenced by a request which the Dairy Council has received from another hospital, asking for her services in work similar to that which she is doing at Drexel. Provided space can be found on her busy schedule, the Council's answer is, of course, an unqualified "yes"—for we are proud to be associated, in even an indirect way, with a movement of such present worth and future significance as the US Cadet Nurse Corps.

Hold "Cooperative" Week

Aimed at "getting over to the citizenry generally a better conception of what cooperatives are, what they have done, what they are doing and what they can and can't do," Wisconsin will observe Cooperative Week, March 20-25.

This event is being sponsored by the Wisconsin Council of Agriculture and has been proclaimed as such by **Governor Walter S. Goodland**. He urged Wisconsin citizens during that period to "acquaint themselves with the spirit and principles, as well as the history and hopes of cooperation."

Ice cream is a nutritious food. It furnishes calcium, vitamin A, riboflavin, protein, and other nutrients found in milk.

College is just like the laundry: You get out of it what you put into it, but you'd never recognize it.



Who Is Advertising What—and Why Like That?

Oleo Is Trying to "Hook a Ride" on Milk's Good Reputation

IT WOULD seem from the billboard advertisement pictured above that Mrs. Filbert's All American Oleomargarine is trying to steal a ride on the reputation of milk. The dairy industry should, in one sense, feel highly complimented and, in another sense, should be gravely concerned.

Milk and dairy products have a reputation—oleomargarine definitely lacks one. The result—oleo is churned in shimmilk and from that process it acquires a little of that indefinite, intangible something called taste, or flavor, and, in the process, may also have incorporated with the oils, greases and fats used in making oleo a little of the curd from the shimmilk.

So, since this gives oleo just a little closer relationship to dairy products than would be acquired were a truck load of milk hauled past the oleo factory, the manufacturers of oleo try to go on a honeymoon with the dairy industry.

As for that shimmilk contained in each pound of Mrs. Filbert's oleo, it would seem there must be at least a pound of the stuff before one can find as much as a trace of shimmilk. We also wonder what is done with the shimmilk after the oil is splashed around in it—whether it is used over and over until it is "worn out"—if shimmilk wears out—or whether the shimmilk is then dried or condensed, and sold as dried or semi-solid buttermilk.

Perhaps, too, the oleo advertisers are trying to create the impression of a superior product by speaking of the shimmilk as "cultured." In this case, the shimmilk's being cultured means merely that it is soured with a certain kind of well behaved bacteria. It is because of this souring that shimmilk gives oleo "that fresh taste."

Note, too, that the big word on the billboard is "milk," but the

fine print reveals that it is not milk at all, but shimmilk. This seems a case of deceptive and misleading advertising.

This advertisement also shows an "Accepted" seal of the American Medical Association—a seal no longer being authorized for oleo or any other general food product.

In spite of these high-sounding advertisements, it seems that the public refuses to be fooled. Although it is buying more oleomargarine than formerly, it is doing so because the butter is not available and butter's ration point values are unduly high. American consumers, just as do the purchasers for the Russian army, prefer butter. When Russians lack butter, however, they are said to put lard on their bread with no attempt to camouflage the "spread" as something that it isn't.

Recommends Vicland Oats

Vicland oats is the name of a new variety recommended to farmers in New Jersey by C. S. Garrison, assistant extension agronomist at Rutgers University. He states that in three-year tests this variety has out-yielded other varieties as much as 25 percent.

It is a short, medium stiff-strawed yellow oat and matures early, thus escaping the hot, dry weather of July and early August. These characteristics also make it adaptable as a companion crop for new seedlings of grasses and legumes.

An amiable old man was trying to win the friendship of the small daughter of the house.

Man—"I'll give you a nickel for a kiss."

Girl—sweetly—"No, thank you, I can make more money taking castor oil."

War Purposes Take Immense Dairy Stock

The job of the dairy industry in supplying vital foods for direct war purposes is evident in a statement included in the annual report of the National Dairy Products Corporation, which says that one-sixth of National Dairies' total sales in 1943 were for those purposes. These sales included milk, ice cream, cheese, butter, other special dairy products, powdered milk, evaporated milk, and among non-dairy products, salad dressing, sausages and oleomargarine.

The corporation's sales in 1943 exceeded 580 million dollars. The report states that of this amount 360 million dollars was paid to farmers for milk, an increase of slightly over 10 million dollars or 3 percent over 1942. The second largest expense item was over 88 million dollars for wages, a 5.5 million dollar, or 6.6 percent, increase over 1942. This total wage bill was paid to 36,281 employees, or 4.8 percent fewer than was the smaller 1942 wage bill.

Feed Situation Becomes More Critical

Despite the current casiness in feed grain supplies "the over-all feed outlook is getting progressively worse" according to Harold M. Stanley of Skaneateles, Chairman of the New York State Emergency Feed Commission, who quoted figures showing a 10 per cent increase in livestock numbers and a 14 per cent decrease in available feed supplies for the nation, compared with a year ago.

"Feed grain supplies in the Northeast are expected to be tight during the remainder of the 1943-44 season," he said.

Feed commission members recommended that "in the interest of maximum production of milk and eggs for city consumers, farmers should take delivery of feeds when available and carry adequate inventories against emergencies that might tighten up feed supplies."

It was reported that feed consumption during the first quarter of the feeding year (October through December, 1943) was at "record levels" and that as a result the U. S. stocks of feed grains on farms on January 1st, 1944, were about 20 per cent less per animal unit than a year ago. "Postponing the inevitable adjustment of livestock numbers and feeding rates to available feed supplies from the first quarter," the commission stated, "merely puts more pressure on the remaining quarters of the 1943-44 season."

Buy War Bonds and Stamps

NWLB Refuses to Act in Unionizing Agriculture

The National War Labor Board refused to act on a request of the CIO that the Midwest Division of the California Packing Corporation be compelled to bargain collectively with its agricultural workers.

This refusal was made on the ground that agricultural labor was specifically excluded from the provisions of the National Labor Relations Act and, under the circumstances, the Board should not undertake to deal with such questions.

The National Council of Farmer Cooperatives was active in the hearing on this case.

Cumberland Red Clover Gives Best Returns

During these days of seed shortages it is important to purchase the seed which will give maximum returns per acre. C. S. Garrison, assistant extension agronomist at Rutgers University, reports that in four years' tests conducted in the state, Cumberland red clover averaged 3.1 tons of cured hay per acre; corn belt red clover seed, 2.5 tons and unadapted seed from Idaho averaged 2.1 tons.

"Since a bushel of red clover seed will plant approximately seven acres, this means that Cumberland will produce from three and one-half to seven tons more hay from each bushel of seed than strains now commonly available to New Jersey farmers," Garrison points out. "Since red clover-timothy hay is valued at about \$30 per ton, the increased yield from a bushel of Cumberland seed is worth \$105 to \$210."

Cumberland red clover seed costs a few cents more per pound due to the increased cost of production over the common strains, but, as Garrison's statement shows, this slight premium is repaid many times over by higher hay yields harvested.

The Holstein Friesian Association of America has this to say about oleomargarine color:

"As the administration at Washington persists in its campaign to point out the patriotic necessity of substituting oleo for butter, it has been suggested that the product be synthetically colored Red, White, and Blue in alternate layers. We are highly in favor of the idea."

A newspaper, in speaking of a deceased citizen, said: "We knew him as old Ten Per Cent. The more he had the less he spent—the more he got the less he lent—he's dead—we don't know where he went; but if his soul to heaven is sent—he'll own the harp and charge 'em rent."



"I'm saving to go to Ag College... and buying bullets for Pete!"

MY big brother Pete is the 'fighting' soldier in our family. And boy, I feel sorry for those Japs when Pete catches up with 'em. Pete was the best shot on the rifle team down at State last year.

"I'm going to State too, just like Pete did, when I get old enough. That's one reason why I'm taking such good care of these calves Dad gave me. When I sell them the money goes right into War Bonds . . . and stays there until I'm ready for Ag college. Dad says that with all that interest, I'll be paying for the first three years, and the interest earned will pay for the fourth."

"The other reason why I'm taking such good care of those calves is that my War Bonds will buy plenty of bullets for Pete. Pete's promised to get an extra Jap for me."

HERE'S A BOND-BUYING PLAN THAT WORKS

One good plan for buying War Bonds is to take the proceeds, say, from crops grown on a certain acreage, or a certain percentage of all eggs produced, or every creamery check . . . and put that money into War Bonds. It's an easy and interesting way to save money you know you'll need after the war . . . to pay for new equipment or tide you over a rough spot.

This is an official U.S. Treasury advertisement—prepared under auspices of Treasury Department and War Advertising Council

LET'S ALL BACK THE ATTACK!

This space is a contribution to our country by

Inter-State Milk Producers Review

Politics or no politics, the war must be won and the country's business must go on. Our job is to produce and keep producing

YOU NEVER GET LESS THAN YOU LEND!
And you can get $\frac{1}{2}$ more than you invest, as War Bonds yield 2.9% interest compounded semi-annually, if held to maturity. Then you get back \$4 for every \$3 invested.

CASH IF YOU NEED IT

If an emergency comes along, your War Bonds are like money in the bank. Uncle Sam will redeem them in cash—at full purchase price—any time after you've held them 60 days. Don't cash them unless you have to. And don't hold back a single dollar unnecessarily from the purchase of War Bonds. YOUR HELP IS NEEDED.

FACTS ABOUT WAR BONDS (Series E)

You LEND Uncle Sam:	Upon Maturity you get back:
\$18.75	\$25.00
37.50	50.00
75.00	100.00
375.00	500.00
750.00	1,000.00

For America's Future—For Your Future—For Your Children's Future
Invest in WAR SAVINGS BONDS

100 Years of Cooperation

"Rochdale" Principles Guide Today's Co-ops

ONE HUNDRED years of the cooperative movement have been reached with the coming of 1944, and with the passing of this century people who have developed the cooperative movement demonstrated to the world that this system of helping themselves by helping one another opens up a pathway to improved living conditions for everyone, with exploitation and inequality blighted under the shining light of cooperation.

The century of the cooperative movement goes back to England for its origin. In the little town of Rochdale, in 1844, this enterprise had its start in the form of a cooperative store, organized by 27 men and one woman. These people, most of whom were weavers, each put up one pound sterling in British currency (a little less than \$5.00) to form an association for purchasing some of their needs.

For many months before the association was formed the group met at the Weaver's Arms, the village inn, and discussed the articles of the new organization, which was subsequently named the Rochdale Society of Equitable Pioneers.

These principles now form the basis of cooperative societies all over the world. That they were sound from the first is demonstrated

from the great progress the association made even in its first year. In its initial twelve months the store more than doubled its membership and saved 160 pounds, about \$750. By 1855 the annual volume had reached \$100,000 and continued to grow.

The growth was so steady that it finally reached a point where the lives of half the people of England are now influenced by the cooperative movement.

The expansion took the form of branch stores, wholesale departments and even went into such diverse fields as slaughter houses and tailor shops.

An Economic Method

One writer points out that the important thing, of course, is that the principles laid by these ordinary people were so widely adopted on all continents that the word "Rochdale" is associated with an economic method whose annual business runs into hundreds of millions in forty countries.

From England the movement spread to America and the Scandinavian countries. The pioneer spirit of lending a helping hand was already deeply rooted here. Particularly among farm folk the idea of banding together for mutual

assistance had strong appeal.

Although the start was perhaps slower in America than in England, the growth here was even more amazing in its magnitude. It has reached a point today which has made its impression on nearly every form of enterprise.

Cooperative enterprises have also invaded the financial field, 9,500 credit unions having a membership of nearly 3 million persons. There were, in 1942, 1,898 farmers' mutual fire insurance companies and about 1,800 mutual life insurance companies, the latter writing 100 million dollars in insurance on 7 million members.

Expansion during that year included some astounding purchases by cooperatives. One was a \$2,700,000 purchase by a farmers' cooperative of an additional chain of grain elevators, and a \$5,000,000 purchase by another of an oil refining company.

A World-Wide Development

But the United States was not the only country whose people made an impressive record in the cooperative movement. Cooperative associations sprang up in Sweden, Switzerland, and a number of other European countries. Among the hard-pressed peoples of China cooperatives brought a new hope. In this Asiatic country the co-op movement now embraces ten million members in credit, marketing, producer and consumer cooperatives.

Half of Sweden's 6,500,000 people participate in one or more cooperative organizations which practically control the Swedish market. Through the purchase of their own flour mill, the Swedish cooperators broke the hold of a flour milling cartel and brought reduced prices of bread to all consumers in Sweden. Cooperative apartments in that country have brought modern homes to Swedish workers at low cost. Today there are a thousand co-ops in Sweden.

Although the little cooperative in Rochdale, England, is frequently cited as the first cooperative, this is not correct. Cooperative organizations of one kind or another were known in England and Scotland nearly 200 years before this group of Englishmen banded together. Perhaps it would be more accurate to credit Rochdale with developing the principles which constitute the basic guide of all sound cooperatives today and, it would

(Please turn to Page 15)

"I don't care for strangers, even though we are in the same business."

"Boy. That's hay and I'm for it."

"I wish that other fellow would let me alone, I could do better by myself."

"Ever see such a stubborn jackass? He has to have his own way, or else."

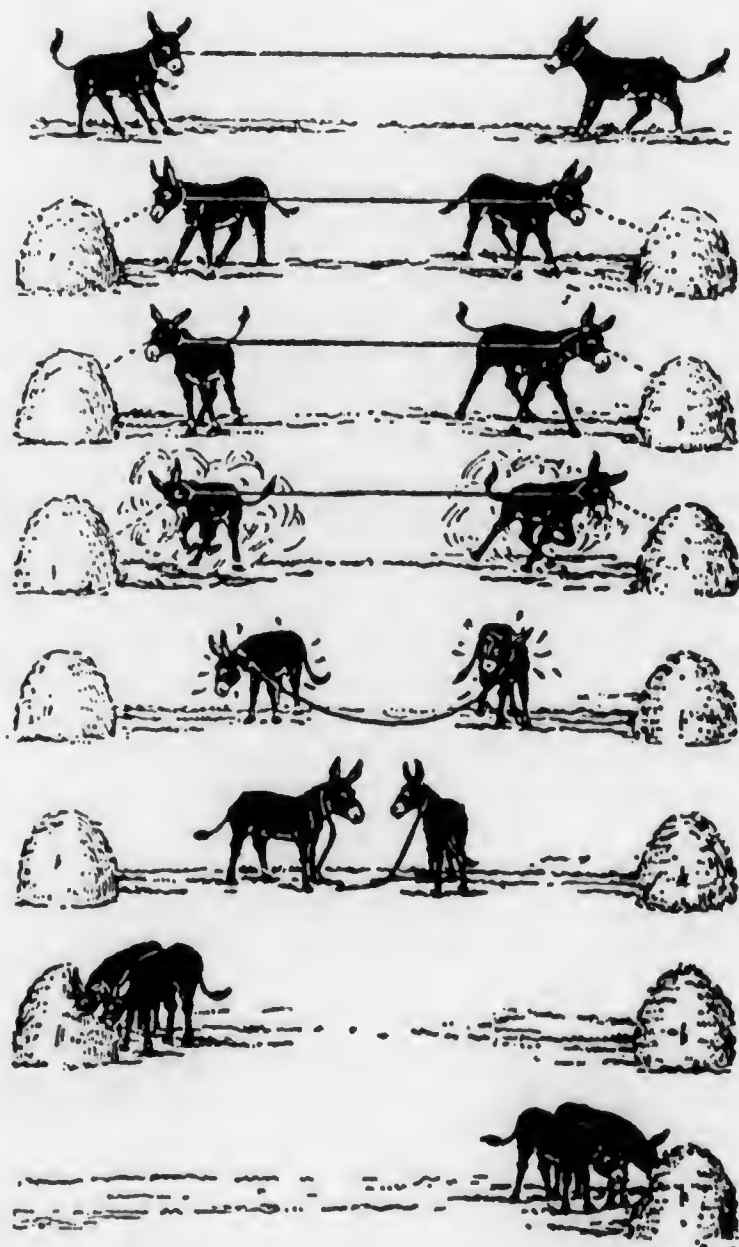
"Licked. First thing we know some one else will get away, with that hay."

"We didn't so well pulling against each other, did we? Let's talk this over, maybe we can work it out together."

(Between munches of hay) "That other fellow isn't such a bad kind, after all."

"Boy. Does it pay to get together and work together. See how this has worked out to the benefit of both of us?"

(True cooperation has been getting results for 100 years, but, like these mules, some people have to find it out the hard way.)



MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department.

Your advertisement should reach us by the 10th of the month.

FOR SALE: Two young HORSES, weigh about 1300 lbs. Would make a good farm team. James F. Wood, Elkton, Md. R 3.

FOR SALE: HOLSTEIN bull calf. Born April 7, 1943. Dam as 2 year old 305 days, produced 12,626 lbs. milk, 446.8 lbs butterfat; as 5-year-old 305 days, produced 13,792 lbs. milk, 521.8 lbs. butterfat. Sire Huntsdale Junior Progressor. His six nearest dams average 21,006.23 lbs milk and 770.40 lbs. fat in 365 days, test 3.70%. H. D. Allebach, Trappe, Collegeville, Pa.

FOR SALE: Fall bred AYRSHIRE heifers by bull whose sires daughters average 395 lbs. fat, dam has 500 lbs. fat. Also 4-year bull by Penshurst Bright Star Approved, dam made 417 lbs. fat 2nd calf. 2x. Price \$200. George K. Folk, R. 3. Martinsburg, W. Va.

FOR SALE: Heavy draft HORSES Norman C. Maule, Jr., Cochranville, Pa.

FOR SALE: New rubber-tired FEEDCART metal bottom, 20 bushel capacity. Never used. Howard C. Wollaston & Sons, Toughkenamon, Pa.

Cash Prizes

For Winning Pictures

in the REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page.
\$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Pasteur Medal Presentations Made by Mayor Samuel

The Pasteur medals awarded to two Philadelphia milk company employees for distinguished service beyond their line of duty were presented at a special luncheon held at the Warwick Hotel, Philadelphia, on Thursday, March 9. The presentations were made by **Bernard Samuel**, Mayor of Philadelphia, who made a splendid talk in connection with the awards, this talk being broadcast over a local station.

In his remarks, the Mayor called attention to the heroic work done on the home front, as well as on the battle fronts. He emphasized the essential nature of the work of all men and women in our food industries, and especially lauded these men for their heroic deeds.

The heroic deeds for which these awards were made were described on page 8 of the February Review. The wives of these milkmen who were signally honored at this time also were guests of the local milk industry at this luncheon.

The principal address, in addition to the Mayor's speech, was given by **Weldon Heyburn**, State Senator from Delaware county, who is a member of the Senate Committee on Agriculture and Majority Leader of the Senate. In his talk, the Senator called attention to the tremendous debt being piled up in this country in our fight for self-preservation and the need for full employment and independence of enterprise when the war is over, in order that America will be free to grow and develop the earning power necessary to pay off this tremendous debt.

Charles Speaks, secretary of the Milk Industry Foundation, spoke very briefly about the part the Foundation is playing in making the Pasteur awards, eleven of which were granted over the entire country during the past year.

George C. Dittenbach served as toastmaster of the meeting.

Meeting Calendar

March 23—District 8 dinner meeting—Morgantown Fire Hall—12:00 noon.
March 28—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
April 11—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
April 14—Pennsylvania Council of Farm Organizations—Harrisburg, Pa.
April 18—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

Businessman: "Yes, I advertised for a boy about your size. Do you smoke?"

Applicant: "No, thanks, but you can blow me to an ice cream soda if you want to."

PRODUCTION AND PROFITS



.. TODAY AND TOMORROW!

In a milk-hungry world at war, production is the all-important consideration . . . and rightly so, for more milk means more food for freedom!

But, tomorrow, in a world at peace, the problem will be one of making this increased production profitable. After the war, the Ice Cream Industry will do its part by taking a larger share of this increased production of milk and milk products. The favorable market being created today, will help assure a greater peacetime demand for Ice Cream . . . it provides a constant market at fair prices to the dairy farmer.

Produce More Milk—More Dollars Per Acre

Grow more legume hay, pasture and grain.	Keep as many cows as feed and labor permit.
Fertilize to increase quantity and quality of feed.	Market the whole milk whenever possible.
Feed to avoid summer milk slump.	Produce good-quality milk and avoid waste.
Feed cows liberally during their dry period.	Breed for better herd replacements.

Barr Building Washington, D.C.

THE INTERNATIONAL ASSOCIATION OF ICE CREAM MANUFACTURERS

Seasonal Variations Charted

May Productions Compared with Preceding November

THE CHART on this page represents one method of showing the extent of seasonal variation in milk production each year since 1929. The figures on which this chart is based represent a very substantial portion of the Philadelphia milk supply and are, therefore, a good indication of the trends in seasonality of production in the entire Philadelphia milk shed. The procedure followed was to compare the average delivery per shipper per day in May each year with the average delivery per day during the preceding November.

The chart shows May deliveries expressed as percent in excess of the preceding November deliveries. The "bars" on the chart vary greatly in height, the low bars representing a small amount of seasonal variation and the high bars representing a wide seasonal variation. It will be noticed, for instance, that the lowest variation occurred from November, 1930, to May, 1931, whereas the highest occurred from November, 1937, to May, 1938.

The nine-year period of 1935 to 1943 shows a marked difference in seasonal variation compared with the six-year period of 1929 to 1934. In the period 1935 through 1943, seasonal variation was generally much wider than it was during the period 1929 through 1934, although prices of milk f. o. b. Philadelphia averaged higher during these years (1929-1934 inclusive) than during the nine years 1935-1943 inclusive. The period between 1929 and 1934 was marked by a severe decline in prices, whereas the period from 1935 through 1943 was marked by two periods of increasing prices;

first, from 1935 through 1937 and, second, from 1940 through 1943.

It is interesting to note that in the periods of declining prices, seasonal variation declined; whereas, in periods of increasing prices, seasonal variation increased. Considering only the seasonal variation picture since 1935 there is not any clear indication of a general tendency toward a greater seasonal variation.

Milk production in the United States during January totalled 2 percent less than during January, 1943. In Pennsylvania, it is estimated that production was running 3 percent under January a year ago, while for the Philadelphia market, total production was 3.9 percent under January, 1943. Production in the Philadelphia milk shed during February probably ran a little nearer to the level of a year earlier with daily average deliveries per shipper, according to the USDA 5000-herd figure, slightly higher than a year ago during the second and third weeks of the month but slightly less during the first and fourth weeks as compared with the corresponding weeks a year earlier.

Production of creamery butter during recent weeks has shown some improvement, but still continues at a level 14 percent below corresponding weeks last year. Government action relative to the production of whole milk powder through the issuance of Food Distribution Order No. 93 has had some effect on butter production. This order limits sale of whole milk powder to 75 percent of 1942 production. As many plants which have been producing whole milk

powder recently were not doing so in 1942, they were forced to shift from whole milk powder to dry skim powder and butter.

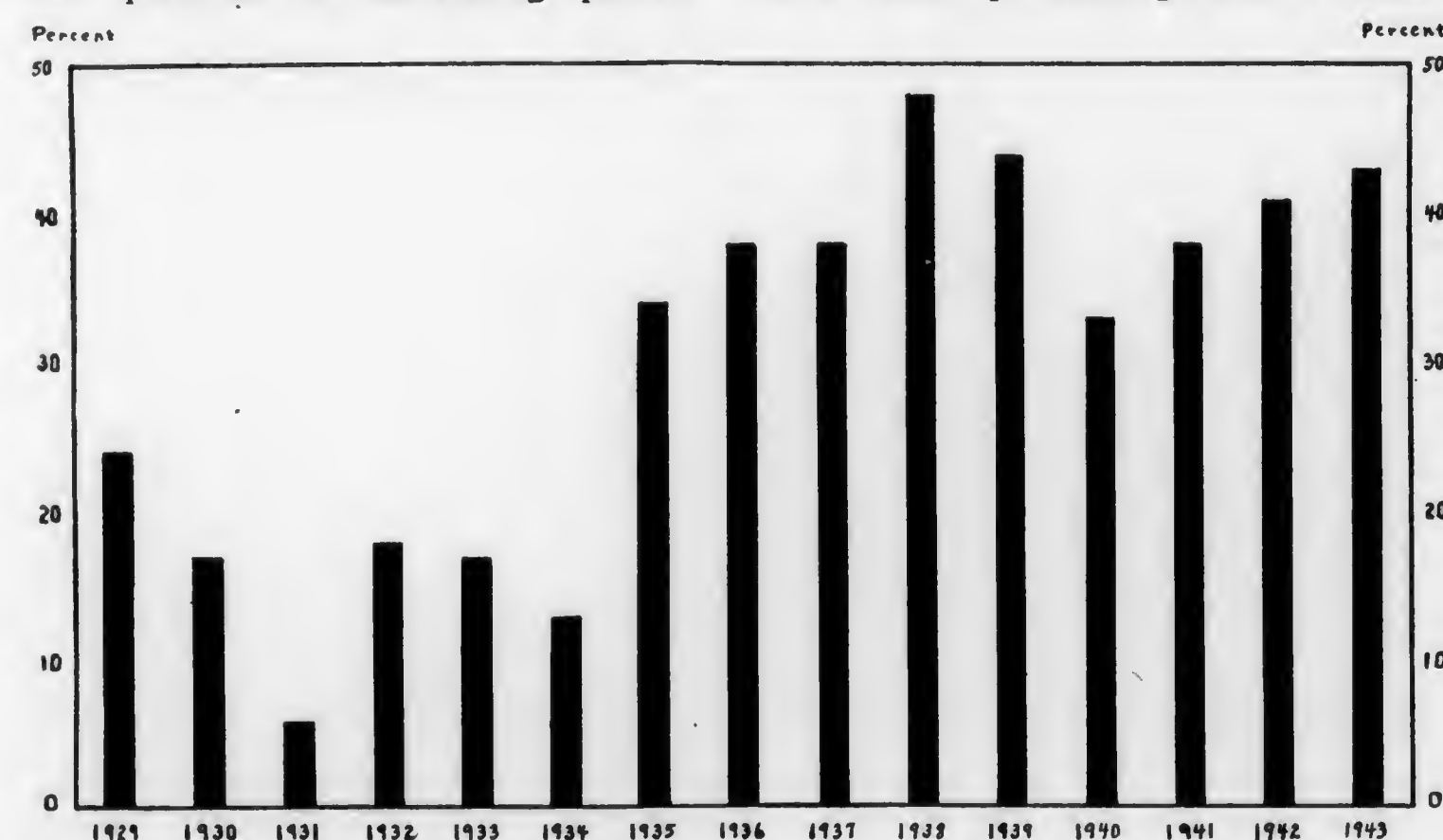
Estimates of butter held in storage, in spite of the low production level, indicate extremely large supplies on hand this year as compared with last. The Office of Distribution, War Food Administration, states that trade estimates place the total United States storage of butter on March 1, 1944, between 103 million and 105 million pounds compared with 12, 327,000 pounds in storage on March 1 last year.

Large quantities of butter in the hands of government agencies had led to rumors that some quantities would be sold to the trade, but after a conference with the Butter Industry Advisory Committee, the War Food Administration decided that this suggestion would be abandoned and announced that the total carry-over on hand would be transferred to the armed forces, Red Cross, United States territories, Federal hospitals and Lend-Lease. A further consequence of this decision probably will be that the percentage of production required to be set aside for government purchase, beginning April, will be held to a rather low figure.

Small improvement in the butter supply available for civilians is indicated by the "Weekly Dairy Markets Review" of the War Food Administration and by the "Producers' Price Current." Apparently the situation has eased somewhat in the larger eastern cities and in Chicago, due mainly to two factors: first, consumers find that 16 points make it difficult to purchase butter, and, second, the oleo industry has put on an intensive advertising campaign. Sales of oleomargarine, however, reported by the War Food Administration, during January, 1944, did not exceed sales during that month in 1943. Estimates based on sales of revenue stamps show 46,258,839 pounds in January, 1944, compared with 56,774,600 pounds sold in January, 1943.

The average price of cream used in calculating the Class II price in the Philadelphia market declined approximately 13 cents from January to February, resulting in a small decline in the Class II price, in spite of the fact that dry skim milk prices increased slightly.

Men and pins are useless when they lose their heads.



May Production Expressed As Percent in Excess of Preceding Nov. Production (Pounds Delivered Per Shipper Per Day—Three Philadelphia Dealers)

100 Years of Cooperation

(Continued from page 12)

appear, it might also be cited as the beginning of an uninterrupted co-operative movement.

These 28 persons at Rochdale established their organization on eight principles which have continued to be the watchwords of the co-operative movement to this day. They may be stated thus:

1. Open membership.
2. One person, one vote.
3. Limited interest on capital
4. Distribution of savings according to patronage.
5. Cash trading at market prices
6. Neutrality in religious and political creeds.
7. Constant education.
8. Continuous expansion.

Factory Earnings Climb Living Cost Holds Steady

Two significant and interesting reports have recently appeared on the wage and cost of living front. The United States Department of labor has reported a .2 percent decline in living costs from December 15 to January 15. This report is in direct contradiction to the one recently made by representatives of organized labor, who were named as members of a special committee to study the cost of living.

The Labor Department's report described the labor union representatives' report with such terms as "replete with errors," "incomplete survey," "mistakes in data and its use," "distortion of fact" and in other terms emphasizing its inaccuracy.

The second report was issued by the National Industrial Conference Board and showed average hourly earnings of \$1.046 in December, which was 77.3 per cent higher than in 1929. The weekly earnings, as reported by the same agency, were \$47.59 in December, an increase of 10.7 percent over December, 1942, and 66.7 percent higher than in 1929.

This same report adjusted the "real" weekly earnings according to changes in living costs, this showing that the weekly earnings in December were 7.6 percent higher than in December, 1942, and that they were 60.5 percent greater than the 1929 average. Stated another way, this means that for every \$1.00 a wage earner needed to cover his cost of living in December, as compared with 1929 wages and living standards, he had an extra 60.5 cents for other purposes. He was in that respect 7.6 cents better off in December, 1943, than in December, 1942.

The report stated, further, that

employment in 25 industries was 3.4 percent higher in December than in 1942 and 48.6 percent higher than in 1929. With a relatively small population increase occurring during that period and this balanced by the increase in the number of men and women in the armed services, it means that these industries have hired additional people. As a result many families have extra wage earners now as compared with the preceding periods, thus adding still further to the purchasing ability of those families.

Assigned to scout patrol in World War No. 1, Pat and Mike provided themselves with a cowhide. Both of them crawled into it and were grazing along in cow fashion; they moved closer and closer to the enemy lines.

They were gloating over the apparent success of their trick when Pat who had the front end stopped short. "Let's get out of here," he whispered.

"What's wrong?" asked Mike. "What's wrong?" cried Pat in muffled anguish. "It's a Heinie with a milk pail."

Our son Joe got mad in a few minutes when he was tryin' to teach Ma to drive. He wasn't as patient as Ma was when she was teachin' him to walk.

CLIPPER REPAIRS

Keep your Andis electric clippers in good repair so you can continue to keep your stock clean with less work. Save costly repair bills later by having your Andis Clipper serviced AT THE FACTORY, now. While we cannot build new clippers, we can help you make your old clippers last longer.

ANDIS CLIPPER CO., Dept. 17 • RACINE, WISCONSIN



Sanitation Chemicals

Standard, approved DISINFECTANTS, SOAPS, CLEANSERS, GERMICIDES, INSECTICIDES, DETERGENTS, Etc.
Order in BARRELS & DRUMS from
BRAM CHEMICAL COMPANY
2107 W. Erie Ave., PHILA. 43, PENNA.

It was in London. A woman dove for shelter at a particularly loud peal of thunder. "Hit's all right, liddy," said a passing urchin. "That ain't 'tiler; hit's Gawd."

If you do the best you really can, you will find it hard to beat.

JOHN H. MARTIN DISPERSAL

With Added Consignments

THURSDAY, MARCH 23, 1944, 12:00 P. M.

at the John H. Martin Farm, two miles North of Smithsburg, Md.

50 HEAD 40 Purebred Guernseys
10 Purebred Ayrshires

Complete Dispersal of the Martin Herd, including Purebred GUERNSEYS and 10 Purebred AYRSHIRE Heifers—Open.

Added Consignments from the herds of the following prominent Guernsey breeders:

- R. A. McCauley
- J. Hugh Warrenfeltz
- Earl E. Kline
- Carroll J. Miller
- Harry Carter

A Sale Feature—Sherwood Forest Majestic

Born April 3, 1941

Sire: Coronation Potentate, 7 A.R. Daughters. Top Bull of the breed at Auction in 1941—\$4,550.

Dam: A Daughter of Langwater Arrogant with a record of 12,122.7 Lbs. Milk and 607.3 Lbs. Butterfat.—G.G.

SIX OTHER GOOD BULLS SELLING

GUERNSEYS: All young cows with D.H.I.A. records, up to 500 Fat. A 3 year old from a 714 lb. cow, 2X milking. Several fresh and close springers. Heifers by "Potentate" Son.

AYRSHIRES: Ten grand well-grown Ayrshire Heifers from 10 to 15 months of age. Penshurst, Sycamore, Shirley-Ayr Breeding.

All Herds T. B. Accredited and Bang's Certified

ALSO { Horses: 12 Head—Ages 1 to 7—4 Blacks and 8 Sorrels
Hogs: 75 thrifty fall shoats—50 to 125 lbs.

Howard C. Barker, Sale Mgr.
Bel Air, Maryland

R. G. Eingenbrode, Auct.
Hagerstown, Maryland

Co-op Business Nears Four Billion Mark

There are 10,450 farmer marketing and purchasing associations in this country, according to Dr. Joseph G. Knapp of the Farm Credit Administration.

These cooperatives did an estimated total business of \$3,780,000,000 in the past year. Leading in volume of cooperative business was California, with more than \$390,000,000 worth, or 10.4 percent of the total farmer cooperative business in the country.

Minnesota, which was second in dollar value, with \$336,000,000, led in the number of cooperative associations, with 1,399. Wisconsin stood second in number of associations, with 1,105.

Seven of the ten leading states were in the Midwest—California, in the far West; New York, ranking fourth in dollar volume, in the East, and Texas, ninth in dollar volume, in the South—being the three leading states outside that area.

Penn State Guernsey Makes Good Record

A record of 489 pounds of butterfat from 10,896 pounds of milk has been reported for a two-year-old purebred Guernsey named Penn-state Harold's Rachel, owned by Pennsylvania State College.

In making this report, A. A. Borland, head of the Department of Dairy Husbandry, states that the entire Guernsey herd at the college has averaged more than 9,000 pounds of milk and 400 pounds of butterfat during the past four years.

He stated, further, that the college is indebted to the Pennsylvania Guernsey Breeders Association and Guernsey breeders of the State who presented 19 heifers to the college in 1936-37.

Guard Against Slaughter Of Valuable Dairy Cows

It is good practice to have valuable cows examined for pregnancy before they are sold for slaughter. According to a report recently received from Oregon, about 20 per cent of the dairy cows and heifers sold as sterile for beef in that state were found to be carrying calves.

"A good many New Jersey cows thought to be barren are also found to be in calf when killed," according to E. J. Perry, extension dairyman at Rutgers University. "A high per cent of these animals are heifers but some are good cows, quite a number of which would go on as top producers for several years.

Your "milk statements" are important business papers. Provide a safe, convenient place for keeping them. They are needed in preparing income tax returns and in determining your borrowing capacity, if needed.

Another Platoon Joins the MARCH TO VICTORY...



BEACON

CALF STARTER saves up to **500 QUARTS** of milk per calf!

Every extra quart of milk you send to market is an extra crack at the Axis! With milk playing such an important part in the war effort, the great savings made possible by Beacon Calf Starter become doubly important—especially because calves grown on Beacon Calf Starter get the nutrients needed to develop good strong bones and bodies.

GET THE FACTS!

• Most Beacon dealers can supply you with reasonable amounts of Beacon Calf Starter. Talk to him about your requirements. Remember, every pound of Beacon Calf Starter saves food for Victory.

Our new folder gives you complete information on how to grow fine, strong calves while saving milk for Uncle Sam. It's free. Ask your Beacon Dealer for a copy, or mail the coupon below.

The Beacon Milling Co., Inc.
Dept. M4, Cayuga, N. Y.

Send me a free copy of your new Calf Starter folder telling how I can save up to 500 qts. of milk per calf.

Name.....
Address.....

INTER-STATE Milk Producers D

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XXIV

Philadelphia 8, Pa., A



Spring Comes To Winterthur

"Fair Play" for Farmers Demanded by Northeastern Dairy Conference

A SOUND CAREFUL analysis of the nation's food and farm problem, and especially that problem as it affects the Northeast, highlighted the annual Northeastern Dairy Conference, held in New York City, March 14-15. This Conference is composed of representative farm organizations from the six New England States and, in addition, New York, New Jersey, Pennsylvania, Maryland, Delaware, West Virginia and Virginia.

The work of the Conference was summarized in a formal statement issued at its close, which follows in full:

"Farmers know that the greatest catastrophe which can befall our war torn nation is a shortage of food. To this end we pledge ourselves to the utmost of our ability to produce food. We shall not hesitate to work 80 hours a week. Our wives and children will help us to plant and harvest our crops, to feed and milk our cows. The nation at war need fear no strike by farmers.

Consideration Asked

"Having pledged ourselves not to strike there remains only the policy of obtaining relief from those who are also interested in an adequate food supply for the winning of the war. We ask the public generally, the Congress of the United States and the government administrative agencies charged with direct responsibility to consider the following problems.

"In the spirit of making our maximum contribution to the war, in the spirit of furnishing food for much of the world, in the spirit of preventing famine in many destitute countries, we plead for an intelligent understanding of our problems and the handicaps that face us in our gigantic effort.

"We plead for the elimination of the present uncertainties and confusion which farmers now face because of government regulations. Much of this difficulty could be removed if plans were made sufficiently in advance of the planting season so that farmers could make their decisions in time to purchase their needs of seed and fertilizer. It is essential, once plans are made, that they be strictly adhered to throughout the crop or breeding season. Constant changes wreck morale and undermine confidence. They leave farmers uncertain and confused.

"We plead for a recognition of the



B. H. Welty (left), new president of Northeastern Dairy Conference, receives the gavel from Dr. Roger B. Corbett, retiring president.

great differences in agriculture that exist among the various regions of the nation. For example, a single standard of labor requirements does not face reality. Such a standard while fair to one region is disastrous in another. In deciding what shall constitute the basis for draft deferment, flexibility must be possible or there will be drastic curtailment in food production in certain areas.

"We plead for a recognition of the discrepancies that exist between the prices of various food products. Milk and dairy products are now one of the lowest priced food groups. Declines in production, as we predicted last year, are now evident. Price discrimination can result only in shifts in production and thus reductions in the products that are held down in price. Is it intelligent to reduce the production of milk in time of war through government price policies?

Farmers Should Be Consulted

"We plead for fair prices in the market place as compared with subsidies. Why should food products be selected for the use of subsidies. Why, when food costs are now at the lowest point in relation to consumer income in recorded history, should food be subsidized to consumers?

"We plead for price supports whenever price ceilings are imposed. In any business that is so greatly affected by the ups and downs of weather as is agriculture, when the opportunity of taking advantage of a good price is eliminated then protection from the danger of a bad year is only fair.

"We plead for consultation. Why not consult farmers and the leaders of their organizations? Decision after decision has been made by government agencies without con-

sultation with representative farmers from the groups affected. Sound decisions can hardly be expected on this basis.

"We plead for realism in decisions affecting agriculture, for an intelligent understanding of farm problems so that farmers will be handicapped as little as possible in their battle to furnish the maximum food supplies to a needy world."

Election of Officers Held

The Conference also adopted a report of a committee appointed to study a program of action by which the committees of the Conference and the Conference as a whole would so coordinate their activities that the Conference would render a maximum of service to its member organizations.

The election of officers at the closing session resulted in the election of B. H. Welty, Waynesboro, Pa., and president of Inter-State Milk Producers' Cooperative, as president of the Conference for the coming year, succeeding Dr. Roger Corbett, now of Chicago. C. Marsden Bacon of Middletown, Conn., was elected vice-president, incorrectly reported last month as B. B. Derrick of Washington; Dr. Leland Spencer, Cornell University, secretary; and O. H. Hoffman, Jr., general manager of Inter-State, treasurer.

Ronnie, the switchboard operator asks: "Did you hear about the Scotchman who took out his teeth so he would have gum to chew on?"

Long hair may make a man look intelligent—but not if his wife finds it on his coat lapel.

Fort William Times—Journal

Inter-State Testifies at Hearing That Price Policy Needs Overhauling

REQUESTING THAT "a total over-all price policy be determined irrespective of whether such price is or is not in part composed of subsidy," Earl E. Warner, statistician of Inter-State Milk Producers' Cooperative, focused the attention of the War Food Administration and the Pennsylvania Milk Control Commission on the unsatisfactory milk pricing situation that now exists in the Philadelphia area.

This position was taken before a joint hearing of the War Food Administration and the Pennsylvania Milk Control Commission, which is a continuation of the hearing held September 23-24, 1943, by the same agencies and on which no action has as yet been taken, a new subsidy having been put into effect within a few days after the close of that hearing.

In his testimony, Mr. Warner declared that "The Class I price, when combined with the Class II price," must "cover the cost of production stated to be necessary last September and the increased costs incurred since last September." He stated, further, that these increases are necessary in order to fulfill the policies set forth in the Marketing Agreement Act of 1937 and the Pennsylvania Milk Control Law, and also that they are necessary in order "to encourage throughout the year the production of sufficient milk to meet war time needs."

A "Jerry Built" Price Structure

He described the present situation regarding milk prices as a "Jerry-built structure," it being composed partly of formula price and partly of subsidy and it is confusing to all concerned. The present subsidy arrangement was described as a "hand-to-mouth" affair, the plans being set forth in a series of short-time announcements rather than a long-time policy which would permit advance planning.

He stated that "this inadequacy is admitted by WFA itself," which reported in its "Food Program for 1944" that "Pending agreement on a more adequate milk production program the War Food Administration has been making payments to dairy producers on all milk and butterfat sold."

This entire problem was summarized in his proposal "that the War Food Administration carefully review the whole manufactured milk price problem on a nation-

wide basis and establish over-all values and prices for milk used in manufactured products which will be in conformity with the standards set forth in the Marketing Agreement Act of 1937. We proposed that in fixing such adequate total prices for manufactured milk the War Food Administration take into account any feed subsidy or other subsidy which may be in effect and that such prices include these subsidies."

Include Full Value In Price

He stated, further, that "the fixed price should be an over-all price representing total value including any subsidies, not a partial price which does not include the subsidy. Furthermore, if and when the feed subsidy or other subsidy is terminated, we propose that such values should stand in the form of fixed prices."

It was stated by Warner that the support prices on live hogs have resulted in a situation whereby "the hog growers have a favorable program all laid out as far ahead as October 1, 1944." A similar demand was made for dairymen when it was stated that, "We maintain that it is perfectly possible under standards set up by the Marketing Agreement Act of 1937 to determine both adequate over-all prices and prices to be effective over a period long enough for the dairyman to plan ahead. And this we urgently recommend."

It was brought out during the course of the testimony that total production within the milk shed is less than a year ago, in spite of reported increases in the numbers of cows. Production per farm per day has been running, since December, 1942, rather consistently below the corresponding period of the preceding year, except during June and July, 1943, during which months it was somewhat above the corresponding period of one year earlier.

The greatest difference occurred in October and November, but since January 1 the difference calculated on this basis has been relatively small, with an occasional

weekly report showing a slightly higher production than one year earlier. Added to this condition is the fact that fewer producers are supplying the Philadelphia market.

The feed situation was analyzed carefully, showing substantially less home-grown feeds in the Philadelphia milk shed than normal, due, to a great extent, to the severe drought in 1943. In addition, the costs of feed are sharply higher, increases ranging from 7.8 percent to as much as 42 percent over a year ago for different types of feed in different parts of the milk shed.

Wage rates, likewise, have shown definite increases, while the supply of available farm labor is still critical and there is a definite problem of quality as well as of quantity.

College Experts Testify

Costs of milk production were reviewed by Wm. L. Barr, Assistant Professor of Agricultural Economics at Pennsylvania State College. His findings showed a cost of production of \$4.71 per hundred pounds of milk delivered f.o.b. Philadelphia, this being a \$.22 increase since last September when similar testimony was presented to these milk control agencies. Further facts concerning the feed and labor situation confronting farmers was presented by A. B. Hamilton, Associate Professor of Agricultural Economics, University of Maryland; Allen G. Waller, Head, Department of Agricultural Economics, Rutgers University; and George M. Worilow, Acting Associate Director of Extension, University of Delaware.

In addition to the formal testimony placed upon the record by Mr. Warner, two well-known Inter-State members testified from their own farm experience, these men being Jos. S. Briggs, Inter-State director from Yardley, Bucks county Pa.; and Walter E. Herr, Millersville, Pa., president of the Lancaster Inter-State Milk Market Committee. Their direct testimony indicated much greater advances in costs of feed and labor than those reported by Professor Barr and which were based upon published quotations.

Dealers Offer Testimony

In the closing session of the hearing, Claude M. T. Laudenslager, president of the Philadelphia Milk Exchange, outlined the dif-

(Please turn to page 5)



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South Jersey—Floyd R. Ealy, County Extension Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464.

Padlock the Pasture Gate, Give Grass Good Start

"Lowest production costs for milk are obtained when the cows are on pasture—if the pasture is good." This statement is contained in the monthly Dairy Herd Improvement News Letter sent out by **Floyd J. Arnold** and **George Hyatt, Jr.**, extension dairymen of the University of Maryland.

They go on to say that "Many pastures are permanently damaged by allowing livestock to graze them too early in the spring before the grass has a good start and when the ground is soft. It is short-sightedness to turn cows out too soon,

because pastures and summer milk production both suffer."

Summing up their comments, it is obvious that there must be plenty of feed in the pasture in order to make it a cheap feed supply for producing milk. In order to have plenty of feed in the pasture, the pasture must be given a good start, which means padlocking the pasture gate until the grass is four to five inches high.

DHIA Testers Needed Volunteers Sought

One third of the dairy herd improvement association testers in Pennsylvania now are subject to immediate call into the armed forces, says **C. R. Gearhart**, extension dairy specialist of the Pennsylvania State College. As a result, record keeping on herd production must cease for the duration of the war in many parts of the state unless volunteer testers are found.

DHIA tester-training short courses are offered at the Pennsylvania State College frequently, the next being scheduled for May 3 to 17.

Farm women and girls have proved satisfactory testers and many already are at work. Older men with dairy experience also are occupying many testing positions. Persons of this kind or others who are not subject to draft will find testing for a dairy herd improvement association an interesting and profitable wartime occupation, Gearhart declared.

Save Our Surface Soil and Preserve Our Nation

There are two ways we can lose our land. We can lose it to a foreign power bent on world conquest and possessing the military might to make its dreams come true. We can lose it with even greater finality as far as human life is concerned if we merely continue to strip its cover with plow and ax as we have been doing while the precious and irreplaceable topsoil flows past our cities down to the sea in mud.

You might say there are two ways for human beings to end their hope for a satisfactory future life for themselves on this planet. One is to perfect the technique of mass slaughter faster than they develop the technique of living together in an orderly, peaceful world society. The other is to destroy that thin, scarce film of soil without which human life cannot survive. In our lifetime the trend of our work on both equations has been bad.

—Chester C. Davis

MILK PRODUCERS' REVIEW

Personal Glimpses

On March 27 the single lightning bolt of a freak March storm set fire to a barn on the farm of **Carroll Waltmyer**, Skippack, Pa. Nineteen head of cattle were saved, although the building was completely destroyed.

Word has reached us of the death of **Hoagland Gates**, age 53, of Elkton, Md., on January 12, 1944. Mr. Gates, a prominent Jersey breeder and a director of the American Jersey Cattle Club, was at one time a director of Inter-State Milk Producers' Association.

A group of Montgomery county dairymen met early in March to discuss the organization of an artificial breeding association. The committee appointed to secure further information on the subject includes among others, **H. D. Allebach**, Trappe; **Wm. Stephens** and **J. Hansell French**, Collegeville; and **Clay Hess**, Royersford.

Election of **A. J. Dreux** to the presidency of Rieck-McJunkin Dairy Company, Pittsburgh, has been announced. Formerly he was a director of the W. E. Hoffman Company, the Erie County Milk Association and the Pittsburgh Ice Cream Company.

Professor **Kenneth L. Turk** has resigned his position as Professor of Animal Husbandry at the University of Maryland, to take a similar position made vacant at Cornell University through the passing of **Professor E. S. Savage**.

A group of 25 Mifflin County dairymen recently heard **Robert Olmstead** of the Dairy Extension Department of State College explain the advantages of artificial breeding. The following members are among those on the survey committee, which was chosen at the meeting to study this matter further: **John Fleming**, Belleville; **J. Martin Spigelmyer**, McClure; **H. H. Bradford**, Lewistown; **John Hanawalt**, McVeytown and **George I. Kenepp**, Mattawana.

We understand that the liquid-voiced auctioneers of radio have a worthy rival in the person of **Clay Hess**, Royersford, Pa., who recently completed a course at the Reppert School of Auctioneering at Decatur, Ind.

J. Hansell French, former Pennsylvania State Secretary of Agriculture, has been appointed Jury Commissioner for Montgomery County.

Effective April 1, **D. F. Maxheimer**, formerly associated with the USDA Market News Service, became associated with the Philadelphia Vegetable Growers' Cooperative Association.

April, 1944

This picture, submitted by **Clarence W. Brown**, Nottingham, Pa., shows **Gwynn Eller** doing the spring plowing on the farm of **Winter Brown** near Calvert Md.



Will Get Dairy Workers From Newfoundland

The Delaware Extension Service has announced that an agreement has been made with Newfoundland authorities, under which workers will be brought from Newfoundland to the United States for agricultural employment in the northeastern states. These workers will be assigned primarily to dairy farms.

It is stated that 1500 workers will be brought in and they will be single men or husbands and wives. The first workers will arrive in this country the latter part of April.

Transportation costs will be paid out of special WFA funds, while the workers will be employed under the same conditions and at the same rates of pay as other workers doing similar work in the areas where they are placed.

The quota of these workers for Delaware is 50—20 for New Castle county and 15 each for Kent and Sussex counties. About half of the workers will be available about April 24 and the other half in mid-May.

Later word indicates that about 100 of these workers have been assigned to New Jersey. The Newfoundland workers will arrive in that State about April 24 and May 15, also, according to **J. C. Taylor**, state supervisor of emergency farm labor.

Federation Participates In Policy Conference

The Republican National Committee called a conference of farm leaders at Chicago in early April, to discuss the needs of agriculture as a preliminary to adopting a national Republican policy on this matter.

The National Cooperative Milk Producers' Federation was represented at this conference by **John Brandt**, president of Land O' Lakes Creameries; **Fred H. Sexauer**, president of the Dairymen's League Cooperative Association; **Russell S. Waltz**, Seattle, Wash., president of Consolidated Dairy Products Company; **Judge Willis I. Morrison**, Los Angeles, Cal., counsel for the Challenge Cream and Butter Association, and **Charles W. Hol-**

man, secretary of the Federation

In accepting this invitation to participate in this policy-forming Conference, the Federation's Executive Committee made it very clear that this invitation was appreciated and that they were hopeful of receiving a similar invitation to give counsel to the Democratic National Committee in developing its agricultural program.

Feels New System Will Help Farm Deferments

The opinion that elimination of the unit system for evaluating essentiality of farm workers will improve New Jersey's farm deferment picture was expressed by **E. V. Lipman**, administrative officer in charge of war services for the State AAA Committee.

Lipman pointed out that the former rigid yardstick of 16 units made it difficult for local selective service boards to defer agricultural registrants not producing 16 units whom they considered essential to the war effort.

Under present regulations the criteria for deferment is the Tydings Amendment, which states that "... Every registrant found by a selective service local board ... to be necessary to and regularly engaged in an agricultural occupation or endeavor essential to the war effort, shall be deferred ... so long as he remains so engaged and until such time as a satisfactory replacement can be obtained ..."

Lipman urged farm employers to keep local selective service boards fully informed as to the essential activities of their farm employees, being sure to give this information to the boards at least every six months.

Farmers who are confronted with problems involving deferment of essential workers are advised to contact their County USDA War Board at the office of the county agricultural agent.

A middle-aged business man says he's in Class 5-B—Baldness, Bridgework, Bifocals, Baywindow, and Bunions.

This Job Is Ours To Do

When it comes to planning for agriculture in the transition from war to peace, we are convinced that no one can do the job half as well as ourselves. More than that, this is one job we hardly dare leave to others.

As evidence that this is our responsibility, we have only to refer to the highly praised "Baruch report," which was "handed in" a few weeks ago. That report completely ignored agriculture and its problems—just as the Baruch post-war plan given to the country 25 years ago ignored agriculture.

Should the Baruch plan be adopted as is, agriculture will be left in the cold again, as we were when the post war plans for World War I were developed. We know the result of that all too well—20 years of agricultural depression, during the last ten of which the entire country was involved.

Fortunately, agriculture is getting busy. This is indicated in the comprehensive statement issued by the Northeastern Dairy Conference, which appears on page 2, focusing attention on today's problems. Other farm leaders are thinking similarly on the same matter and, as these ideas develop and are correlated into a national agricultural program, we can be sure of enough sound, far-seeing men in the National Congress to insist upon fair and reasonable recognition for agriculture in any post war planning and legislation pertaining thereto that may be developed. The important thing is for agriculture first to determine its needs, then to state them forcefully.

Milk Price Policy Needs Overhauling

(Continued from page 3)

difficulties confronting milk distributors, naming eight major governmental agencies which exert controls over their industry. He stated, further, that the price of milk in Philadelphia is 14 cents per quart, while other northeastern milk markets range as high as 17 cents and in none of them, except Baltimore, is the spread as narrow as in Philadelphia, some markets experiencing spreads of fully two cents more per quart. He described the purchase and sale program existing in Philadelphia, Baltimore, Washington and New York City as absurd.

The position of the Philadelphia Milk Exchange, as presented by him, was that no increase to farmers could be carried by them without corresponding increases in the retail price.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I Feb.-Mar.	Class II Feb.	Class III Mar.	Class I Feb.	Class II Mar.
Philadelphia Suburban	1A	\$3.85	\$3.321	\$3.323	\$2.527	\$2.581
Altoona	9	3.70	3.252	3.220	2.493	2.521
Huntingdon-Tryone	10-2	3.45	3.252	3.220	2.493	2.521
State Wide	11	3.50	3.252	3.220	2.493	2.521
Lancaster	14	3.73	3.271	3.239	2.493	2.521
Reading	15	3.70	3.271	3.239	2.493	2.521

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

February	I	IA	II	III	A Bonus
Blue Hen Farms	93	x	7	x	86
Cream Top Dairy	98	0	0	2	—
Eachus Dairy	94	0	6	0	—
Everett Milk & Ice Cream Co.	56.84	0	39.24	3.92	—
Penn Cress Ice Cream Co.	67	0	33	0	—
Williamsburg Dairy	100	0	0	0	—

March

Clover Dairy Company	90	x	10	x	88.53
Fram's Dairy	87.744	x	12.256	x	88

New Jersey

February	Norm	Cream
Arrowhead-Shoemaker Dairy	100	—
March		
Abbotts Dairy	100	—
Castanea Dairy	100	—
Supplee-Wills-Jones (% of norm)	100	100
	Balance	—

Prices Paid for 4% Milk

February	Location	Area	Price
Arrowhead-Shoemaker Dairy	Bridgeton, N. J.	—	\$4.03
Bechtel, I. Lloyd	Royersford, Pa.	1A	3.86
Cream Top Dairy	Lancaster, Pa.	14	3.71
Eachus Dairy	West Chester, Pa.	1A	3.82
Everett Ice Cream Co.	Everett, Pa.	10,22	3.38
Hershey Creamery Co.	Greencastle, Pa.	—	3.70
Lancaster Milk Company	Lancaster Market	14	3.90
Penn Cress Ice Cream Co.	New York Market	—	3.80
Rohrer Med O Farms Dairy	Cresson, Pa.	9	3.55
Strickler, Dean D. & Son	Lancaster, Pa.	14	3.71
Sylvan View Dairy	Huntingdon, Pa.	10,22	3.40
Tri County Dairy	Lancaster, Pa.	14	3.70
Chas. G. Waple Dairies	Honey Brook, Pa.	1A	3.855
Williamsburg Dairy	Tyrone, Pa.	10,22	3.40
	Williamsburg, Pa.	10,22	3.70

March

Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.85
Centerville Producers Co-op.	Centerville, Md.	—	3.74
Clover Dairy Company	Wilmington, Del.	—	3.85
Delamore Dairy	Wilmington, Del.	—	3.85
Fram's Dairy	Wilmington, Del.	—	3.91
Greenhill Dairy	Wilmington, Del.	—	3.85
Highland Dairy Products	Doe Run, Pa.	1A	—
New York City Buyers	201-10 mile zone	—	3.48
Supplee-Wills-Jones	Nassau, Del.	—	3.63
West End Dairy	Wilmington, Del.	—	3.90
Western Maryland Dairy	Rising Sun, Md.	—	3.79

Feed Price Summary for March, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	Mar. 1944 (\$ per T.)	Feb. 1944 (\$ per T.)	Mar. 1943 (\$ per T.)	% Change Feb., 1944 compared with Mar., 1943	Mar., 1944 compared with Mar., 1943
Wheat Bran	51.75	51.50	50.76	+0.49	+1.95
16% Mixed Dairy Ration	59.42	58.93	49.80	+0.83	+19.32
24%	64.63	64.10	55.83	+0.83	+15.76

Success is still operated on the self-service plan.

There's a difference of opinion whether man sprang from a monkey—but there's no question about woman springing from a mouse.

The past is no more, the future no man hath ever yet seen, we are forever in the eternal now; what are we doing with it?

Put off until tomorrow what shouldn't be done at all.

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
February	\$3.93	\$3.170
March	3.93	3.157
April	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
January	\$3.83	\$2.67
February	3.83	2.67
March	3.83	2.67

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skimmilk
February	\$25.15625	11.867495¢
March	24.65625	12.4971¢

*—Per 40-quart can of 40 percent cream;
†—Per pound of roller process dry skimmilk;
each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75¢ per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers

January, 1944	Grade "A"	Grade "B"
Dairy & Premium		
Abbotts Dairy	\$4.23	\$3.83
Arrowhead-Shoemaker	4.23	3.83
Bundick Dairy	4.23	3.83
Castanea Dairy	4.23	3.83
Conover, C. L.	4.08	3.83
Decker, Conrad	4.23	3.83
Denney Dairy	4.17	4.06
Holly Ravine Dairy	4.23	3.83
Kligerman Dairy	4.23	3.83
Locust Lane Farms	4.17	3.82
Parks Dairies	4.23	3.83
Rainier's Dairy	4.17	3.83
Scott-Powell Dairies	4.38	3.83
Supplee-Wills-Jones	4.23	3.83
Sylvan Seal	—	3.74
Trenton Dairy	—	3.83
Wilson Dairy	4.23	3.83

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Two prospectors decided on a trip to town. After a round of sightseeing they entered a hotel.

"We'd like to stay for the night," said the elder.

"Certainly," said the clerk.

"Would you like a room with a bath?" The older miner hesitated.

"Go on, Oliver," urged his friend, "be a sport. We live only once."

Prices 4% Milk, Feb. and Mar.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during February and March, 1944.

Handler	Plant Location	Location Differential	Feb. Price	Mar. Price	Handler	Plant Location	Location Differential	Feb. Price	Mar. Price
Market Average	f.o.b. Philadelphia	—	\$3.924	\$3.890					
Abbotts Dairies	Philadelphia, Pa.	—	\$4.000	\$3.940	Rosenberger's Dairies	Hatfield, Pa.	.13	3.778	3.768
"	Curryville, Pa.	.339	3.631	3.571	Schillinger's Dairies	Philadelphia, Pa.	—	3.947	3.923
"	Easton, Md.	.283	3.687	3.627	Schmidt, J. Edward & Son	Huntingdon Valley	.09	4.142	4.112
"	Goshen, Pa.	.241	3.729	3.669	Scott-Powell Dairies	Philadelphia, Pa.	—	3.954	3.877
"	Oxford, Pa.	.227	3.743	3.683	"	Ardmore, Pa.	—	3.954	3.877
"	Port Allegheny, Pa.	.416	3.512	3.476	"	Clayton, Del.	.241	3.683	3.606
"	Spring Creek, Pa.	.451	3.477	3.441	"	Fairdale, Pa.	.318	3.606	3.529
Ardmore Home Dairies	Ardmore, Pa.	—	3.975	3.954	"	New Holland, Pa.	.234	3.690	3.613
Baldwin Dairies	Philadelphia, Pa.	—	3.957	3.952	"	Pottstown, Pa.	.22	3.704	—
Barlow, A. C. & Son	Glen Mills, Pa.	.11	3.839	3.841	"	Snow Hill, Md.	.304	3.620	3.543
Bedminster D'ymin's Ass'n	Bedminster, Pa.	.22	3.772	3.762	Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.613	3.619
Bergdoll's, John C., Dairy	Boothwyn, Pa.	.09	3.888	3.885	"	Center Port, Pa.	.248	3.335	3.341
Booth, Chas. T.	Chester, Pa.	.07	3.988	3.966	"	Manoa, Pa.	—	4.068	4.052
Breuninger Dairies	Philadelphia, Pa.	—	3.988	3.966	Supplee-Wills-Jones	Philadelphia, Pa.	—	3.966	3.930
"	Richlandtown, Pa.	.227	3.731	3.709	"	Bedford, Pa.	.332	3.604	3.568
Brookmead G'rns'y Dairies	Wayne, Pa.	.07	4.078	4.034	"	Chambersburg, Pa.	.297	3.639	3.603
Brown's Dairy	Glenside, Pa.	.07	3.899	3.907	"	Hagerstown, Md.	.304	3.632	3.596
Buck's Co. Farms Dairies	Morrisville, Pa.	.22	3.667	3.645	"	Harrington, Del.	.262	3.674	3.638
Buehlers Dairy	Willow Grove, Pa.	.07	4.057	3.998	"	Huntingdon, Pa.	.332	3.604	3.568
Clover Crest Dairy Farm	Newtown, Pa.	.13	—	—	"	Leaman Place, Pa.	.234	3.702	3.666
Cooklyn Milk Co.	Goldsboro, Md.	.262	3.553	3.538	"	Lewistown, Pa.	.311	3.625	3.589
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.952	3.928	"	Mercersburg, Pa.	.311	3.625	3.589
Crumdale Farms Dairy	Berwyn, Pa.	.09	4.017	—	"	Mt. Pleasant, Del.	.227	3.709	3.673
Crystie, Wm. H., Dairy	Chester, Pa.	.07	3.876	3.789	"	Princess Anne, Md.	.297	3.639	3.603
Darlington Bros.	Darling, Pa.	.09	3.931	3.934	"	Townsend, Del.	.234	3.702	3.666
Deger's Dairy	Mont Clare, Pa.	.13	3.849	3.855	"	Worton, Md.	.255	3.681	3.645
Dietrich's Dairy	Reading, Pa.	.234	3.642	3.593	Sylvan Seal Milk	Philadelphia, Pa.	—	3.877	3.862
Engel Dairy	Philadelphia, Pa.	—	3.993	4.010	Sypherd's Dairies	Philadelphia, Pa.	—	3.956	3.834
Ervin's Dairy	Philadelphia, Pa.	—	4.027	3.867	Taylor's Dairy	Jenkintown, Pa.	—	4.053	4.082
Frankford Dairies	Philadelphia, Pa.	—	3.972	3.858	Turner & Wescott	Glenroy, Pa.	.234	3.647	3.598
Gailey Ice Cream Co.	Delta, Pa.	.248	3.640	3.636	Walnut Bank Farms	Philadelphia, Pa.	—	4.014	4.002
Gardenville D'ymin's Ass'n	Gardenville, Pa.	.13	3.785	3.653	Warners Dairy	Berwyn, Pa.	.09	3.926	3.876
Gardenville Farm Dairies	Gardenville, Pa.	.13	3.942	3.945	Wawa Dairy Farm	Wawa, Pa.	.09	3.826	3.769
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.848	3.850	Willow Ridge Farm	Hatboro, Pa.	.09	3.894	3.885
Gorman Dairies	Newtown, Pa.	.07	3.966	3.961	Wilmer Dairies	Conshohocken, Pa.	.07	3.817	3.830
Greentree Creamery Ass'n	Obelisk, Pa.	.22	3.670	3.671	Wissahickon Dairy	Philadelphia, Pa.	—	3.931	3.939
Gross, Charles, Dairy	Philadelphia, Pa.	—	4.044	4.019	Witchwood Dairy	Spring House, Pa.	.11	3.943	3.941
Grubbs Dairies	Media, Pa.	.07	4.030	3.955					
Hamilton Dairies	Philadelphia, Pa.	—	3.946	3.945					
Hansell, A. R.	Philadelphia, Pa.	—	3.948	3.934					
"	Mainland, Pa.	.11	3.838	3.824					
Harbisons' Dairies	Philadelphia, Pa.	—	3.950	3.912					
"	Brandtsville, Pa.	.276	3.644	3.606					
"	Byers, Pa.	.22	3.700	3.662					
"	Carlisle, Pa.	—	3.644	3.606					
"	Hurlock, Md.	.283	3.637	3.559					
"	Massey, Md.	.241	3.679	3.641					
"	Millville, Pa.	.332	3.588	3.550					
"	Sudlersville, Md.	.248	3.672	3.634					
Hernig, Peter, Sons	Philadelphia, Pa.	—	4.003	3.867					
"	Boiling Springs, Pa.	.276	3.697	3.561					
Hershey Creamery Co.	Biglerville, Pa.	.283	3.552	3.425					
"	York Springs, Pa.	.276	3.559	3.432					
Hill Crest Farms	Eddington, Pa.	.09	3.976	3.983					
Holiday Dairy	Norristown, Pa.	.11	3.941	3.858					
Homestead Guernsey Farm	Chester Heights, Pa.	.11	3.904	3.905					
Hutt's Dairies	Philadelphia, Pa.	—	4.013	3.990					
Individual Dairies	Philadelphia, Pa.	—	4.051	4.023					
Ivy Crest Guernsey Dairies	Hatboro, Pa.	.09	3.991	3.952					
Jersey Queen Dairy	Philadelphia, Pa.	—	4.006	3.969					
Johnson, J. Ward, Dairy	Woodlyn, Pa.	.07	3.885	3.798					
Lehigh Valley Farmers	Allentown, Pa.	.234	4.160	4.170					
Marmer, John	Bryn Mawr, Pa.	—	3.898	3.944					
Marshall, T. Forest	Linwood, Pa.	.09	3.873	3.871					
Martin Century Farms	Lansdale, Pa.	.11	3.799	3.774					
Meyers Dairies	Ambler, Pa.	.09	3.883	3.849					
Miller-Flounders Dairy	Chester, Pa.	.07	3.989	3.939					
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	4.058	4.038					
Montg-Berk Dairy Co.	Boyetown, Pa.	.227	3.606	3.616					
Nelson Dairies	Norristown, Pa.	.09	3.862	3.857					
Oakes Dairy Farm	Chadds Ford, Pa.	.11	3.941	3.894					
Oakland Farms	Fairview Village, Pa.	.11	3.826	3.783					
Pennbrook Milk Co.	Philadelphia, Pa.	—	4.004	3.735					
Penn-Reed Milk Co.	Belleville, Pa.	.318	3.481	3.407					
Quaker-Maid D'y Products	Philadelphia, Pa.	—	3.981	3.939					
Quinn's Dairies	Philadelphia, Pa.	—	3.954	3.926					

*—The location differentials set forth in this column are as provided in paragraphs 961.

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Padlock the Pasture Gate, Give Grass Good Start

"Lowest production costs for milk are obtained when the cows are on pasture—if the pasture is good." This statement is contained in the monthly Dairy Herd Improvement News Letter sent out by **Floyd J. Arnold** and **George Hyatt, Jr.**, extension dairymen of the University of Maryland.

They go on to say that "Many pastures are permanently damaged by allowing livestock to graze them too early in the spring before the grass has a good start and when the ground is soft. It is short-sightedness to turn cows out too soon,

because pastures and summer milk production both suffer."

Summing up their comments, it is obvious that there must be plenty of feed in the pasture in order to make it a cheap feed supply for producing milk. In order to have plenty of feed in the pasture, the pasture must be given a good start, which means padlocking the pasture gate until the grass is four to five inches high.

DHIA Testers Needed Volunteers Sought

One third of the dairy herd improvement association testers in Pennsylvania now are subject to immediate call into the armed forces, says **C. R. Gearhart**, extension dairy specialist of the Pennsylvania State College. As a result, record keeping on herd production must cease for the duration of the war in many parts of the state unless volunteer testers are found.

DHIA tester-training short courses are offered at the Pennsylvania State College frequently, the next being scheduled for May 3 to 17.

Farm women and girls have proved satisfactory testers and many already are at work. Older men with dairy experience also are occupying many testing positions. Persons of this kind or others who are not subject to draft will find testing for a dairy herd improvement association an interesting and profitable wartime occupation, Gearhart declared.

Save Our Surface Soil and Preserve Our Nation

There are two ways we can lose our land. We can lose it to a foreign power bent on world conquest and possessing the military might to make its dreams come true. We can lose it with even greater finality as far as human life is concerned if we merely continue to strip its cover with plow and ax as we have been doing while the precious and irreplaceable topsoil flows past our cities down to the sea in mud.

You might say there are two ways for human beings to end their hope for a satisfactory future life for themselves on this planet. One is to perfect the technique of mass slaughter faster than they develop the technique of living together in an orderly, peaceful world society. The other is to destroy that thin, scarce film of soil without which human life cannot survive. In our lifetime the trend of our work on both equations has been bad.

—Chester C. Davis

MILK PRODUCERS' REVIEW

Personal Glimpses

On March 27 the single lightning bolt of a freak March storm set fire to a barn on the farm of **Carroll Waltemyer**, Skippack, Pa. Nine teen head of cattle were saved, although the building was completely destroyed.

Word has reached us of the death of **Hoagland Gates**, age 53, of Elkton, Md., on January 12, 1944. Mr. Gates, a prominent Jersey breeder and a director of the American Jersey Cattle Club, was at one time a director of Inter-State Milk Producers' Association.

A group of Montgomery county dairymen met early in March to discuss the organization of an artificial breeding association. The committee appointed to secure further information on the subject includes among others, **H. D. Allebach**, Trappe; **Wm. Stephens** and **J. Hansell French**, Collegeville; and **Clay Hess**, Royersford.

Election of **A. J. Dreux** to the presidency of Rieck-McJunkin Dairy Company, Pittsburgh, has been announced. Formerly he was a director of the W. E. Hoffman Company, the Erie County Milk Association and the Pittsburgh Ice Cream Company.

Professor **Kenneth L. Turk** has resigned his position as Professor of Animal Husbandry at the University of Maryland, to take a similar position made vacant at Cornell University through the passing of **Professor E. S. Savage**.

A group of 25 Mifflin County dairymen recently heard **Robert Olmstead** of the Dairy Extension Department of State College explain the advantages of artificial breeding. The following members are among those on the survey committee, which was chosen at the meeting to study this matter further: **John Fleming**, Belleville; **J. Martin Spigelmyer**, McClure; **H. H. Bradford**, Lewistown; **John Hanawalt**, McVeytown and **George I. Kenepp**, Mattawana.

We understand that the liquid-voiced auctioneers of radio have a worthy rival in the person of **Clay Hess**, Royersford, Pa., who recently completed a course at the Reppert School of Auctioneering at Decatur, Ind.

J. Hansell French, former Pennsylvania State Secretary of Agriculture, has been appointed Jury Commissioner for Montgomery County.

Effective April 1, **D. F. Maxheimer**, formerly associated with the USDA Market News Service, became associated with the Philadelphia Vegetable Growers' Cooperative Association.

April, 1944

This picture, submitted by **Clarence W. Brown**, Nottingham, Pa., shows **Gwynn Eller** doing the spring plowing on the farm of **Winter Brown** near Calvert Md.



Will Get Dairy Workers From Newfoundland

The Delaware Extension Service has announced that an agreement has been made with Newfoundland authorities, under which workers will be brought from Newfoundland to the United States for agricultural employment in the northeastern states. These workers will be assigned primarily to dairy farms.

It is stated that 1500 workers will be brought in and they will be single men or husbands and wives. The first workers will arrive in this country the latter part of April.

Transportation costs will be paid out of special WFA funds, while the workers will be employed under the same conditions and at the same rates of pay as other workers doing similar work in the areas where they are placed.

The quota of these workers for Delaware is 50—20 for New Castle county and 15 each for Kent and Sussex counties. About half of the workers will be available about April 24 and the other half in mid-May.

Later word indicates that about 100 of these workers have been assigned to New Jersey. The Newfoundland workers will arrive in that State about April 24 and May 15, also, according to **J. C. Taylor**, state supervisor of emergency farm labor.

Federation Participates In Policy Conference

The Republican National Committee called a conference of farm leaders at Chicago in early April, to discuss the needs of agriculture as a preliminary to adopting a national Republican policy on this matter.

The National Cooperative Milk Producers' Federation was represented at this conference by **John Brandt**, president of Land O' Lakes Creameries; **Fred H. Sexauer**, president of the Dairymen's League Cooperative Association; **Russell S. Waltz**, Seattle, Wash., president of Consolidated Dairy Products Company; **Judge Willis I. Morrison**, Los Angeles, Cal., counsel for the Challenge Cream and Butter Association, and **Charles W. Hol-**

man, secretary of the Federation.

In accepting this invitation to participate in this policy-forming Conference, the Federation's Executive Committee made it very clear that this invitation was appreciated and that they were hopeful of receiving a similar invitation to give counsel to the Democratic National Committee in developing its agricultural program.

Feels New System Will Help Farm Deferments

The opinion that elimination of the unit system for evaluating essentiality of farm workers will improve New Jersey's farm deferment picture was expressed by **E. V. Lipman**, administrative officer in charge of war services for the State AAA Committee.

Lipman pointed out that the former rigid yardstick of 16 units made it difficult for local selective service boards to defer agricultural registrants not producing 16 units whom they considered essential to the war effort.

Under present regulations the criteria for deferment is the Tydings Amendment, which states that "... Every registrant found by a selective service local board ... to be necessary to and regularly engaged in an agricultural occupation or endeavor essential to the war effort, shall be deferred ... so long as he remains so engaged and until such time as a satisfactory replacement can be obtained ..."

Lipman urged farm employers to keep local selective service boards fully informed as to the essential activities of their farm employees, being sure to give this information to the boards at least every six months.

Farmers who are confronted with problems involving deferment of essential workers are advised to contact their County USDA War Board at the office of the county agricultural agent.

A middle-aged business man says he's in Class 5-B—Baldness, Bridgework, Bifocals, Baywindow, and Bunions.

This Job Is Ours To Do

When it comes to planning for agriculture in the transition from war to peace, we are convinced that no one can do the job half as well as ourselves. More than that, this is one job we hardly dare leave to others.

As evidence that this is our responsibility, we have only to refer to the highly praised "Baruch report," which was "handed in" a few weeks ago. That report completely ignored agriculture and its problems—just as the Baruch post-war plan given to the country 25 years ago ignored agriculture.

Should the Baruch plan be adopted as is, agriculture will be left in the cold again, as we were when the post war plans for World War I were developed. We know the result of that all too well—20 years of agricultural depression, during the last ten of which the entire country was involved.

Fortunately, agriculture is getting busy. This is indicated in the comprehensive statement issued by the Northeastern Dairy Conference, which appears on page 2, focusing attention on today's problems. Other farm leaders are thinking similarly on the same matter and, as these ideas develop and are correlated into a national agricultural program, we can be sure of enough sound, far-seeing men in the National Congress to insist upon fair and reasonable recognition for agriculture in any post war planning and legislation pertaining thereto that may be developed. The important thing is for agriculture first to determine its needs, then to state them forcefully.

Milk Price Policy Needs Overhauling

(Continued from page 3)

difficulties confronting milk distributors, naming eight major governmental agencies which exert controls over their industry. He stated, further, that the price of milk in Philadelphia is 14 cents per quart, while other northeastern milk markets range as high as 17 cents and in none of them, except Baltimore, is the spread as narrow as in Philadelphia, some markets experiencing spreads of fully two cents more per quart. He described the purchase and sale program existing in Philadelphia, Baltimore, Washington and New York City as absurd.

The position of the Philadelphia Milk Exchange, as presented by him, was that no increase to farmers could be carried by them without corresponding increases in the retail price.

Class Prices, Pennsylvania Markets

Area Name	Area Number	Class I Feb.-Mar.	Class II Feb.	Class III Mar.	Class I Feb.	Class II Mar.	Class III Feb.
Philadelphia Suburban	1A	\$3.85	\$3.321	\$3.323	\$2.527	\$2.581	
Altoona	9	3.70	3.252	3.220	2.493	2.521	
Huntingdon-Tryone	10-2	3.45	3.252	3.220	2.493	2.521	
State Wide	11	3.50	3.252	3.220	2.493	2.521	
Lancaster	14	3.73	3.271	3.239	2.493	2.521	
Reading	15	3.70	3.271	3.239	2.493	2.521	

Classification Percentages

Pennsylvania (State Control) and Wilmington, Del.

February	I	IA	II	III	A Bonus
Blue Hen Farms	93	x	7	x	86
Cream Top Dairy	98	0	0	2	—
Eachus Dairy	94	0	6	0	—
Everett Milk & Ice Cream Co.	56.84	0	39.24	3.92	—
Penn Cress Ice Cream Co.	67	0	33	—	—
Williamsburg Dairy	100	0	0	0	—
March					
Clover Dairy Company	90	x	10	x	88.55
Fram's Dairy	87.744	x	12.256	x	88
February	Norm		Cream		
Arrowhead-Shoemaker Dairy	100		—	—	—
March					
Abbotts Dairy	100		—	100	
Castanea Dairy	100		—	100	
Supplee-Wills-Jones (% of norm)	100		Balance	—	—

Prices Paid for 4% Milk

February	Location	Area	Price
Arrowhead-Shoemaker Dairy	Bridgeton, N. J.	—	\$4.03
Bechtel, I. Lloyd	Royersford, Pa.	1A	3.86
Cream Top Dairy	Lancaster, Pa.	14	3.71
Eachus Dairy	West Chester, Pa.	1A	3.82
Everett Ice Cream Co.	Everett, Pa.	10,22	3.38
Hershey Creamery Co.	Greencastle, Pa.	—	3.70
Lancaster Milk Company	Lancaster Market	14	3.90
Penn Cress Ice Cream Co.	Cresson, Pa.	9	3.55
Rohrer Med O Farms Dairy	Lancaster, Pa.	14	3.71
Strickler, Dean D. & Son	Huntingdon, Pa.	10,22	3.40
Sylvan View Dairy	Lancaster, Pa.	14	3.70
Tri County Dairy	Honey Brook, Pa.	1A	3.855
Chas. G. Waple Dairies	Tyrone, Pa.	10,22	3.40
Williamsburg Dairy	Williamsburg, Pa.	10,22	3.70
March			
Abbotts Dairies	(N. J. Producers)	—	4.03
Blue Hen Farms	Wilmington, Del.	—	3.85
Centerville Producers Co-op	Centerville, Md.	—	3.74
Clover Dairy Company	Wilmington, Del.	—	3.85
Delamare Dairy	Wilmington, Del.	—	3.85
Fram's Dairy	Wilmington, Del.	—	3.85
Greenhill Dairy	Wilmington, Del.	—	3.91
Highland Dairy Products	Doe Run, Pa.	1A	3.85
New York City Buyers	201-10 mile zone	—	3.48
Supplee-Wills-Jones	Nassau, Del.	—	3.63
West End Dairy	Wilmington, Del.	—	3.90
Western Maryland Dairy	Rising Sun, Md.	—	3.79

Feed Price Summary for March, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	Mar. 1944 (\$ per T.)	Feb. 1944 (\$ per T.)	Mar. 1943 (\$ per T.)	% Change Mar., 1944 compared with Feb., 1944	Mar., 1943
Wheat Bran	51.75	51.50	50.76	+0.49	+1.95
16% Mixed Dairy Ration	59.42	58.93	49.80	+0.83	+19.32
24% " "	64.63	64.10	55.83	+0.83	+15.76

Success is still operated on the self-service plan.

There's a difference of opinion whether man sprang from a monkey—but there's no question about woman springing from a mouse.

The past is no more, the future no man hath ever yet seen, we are forever in the eternal now; what are we doing with it?

Put off until tomorrow what shouldn't be done at all.

Class Prices

Wilmington

F. o. b. market, cwt. of 4% milk	Class I	Class II
February	\$3.93	\$3.170
March	3.93	3.157
April	3.93	—

New Jersey

F. o. b. market, cwt. of 3.5% milk	Class I	Class II
January	\$3.83	\$2.67
February	3.83	2.67
March	3.83	2.67

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of	*Cream	†Dry Skimmilk
February	\$25.15625	11.867495¢
March	24.65625	12.4971¢

*—Per 40-quart can of 40 percent cream; †—Per pound of roller process dry skimmilk; each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75¢ per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers

January, 1944	Grade "A"	Grade "B"
Dairy & Premium		
Abbotts Dairy	\$4.23	\$3.83
Arrowhead-Shoemaker	4.23	3.83
Bundick Dairy	—	3.83
Castanea Dairy	4.23	3.83
Conover, C. L.	4.08	3.83
Decker, Conrad	4.23	3.83
Dennery Dairy	4.17	4.06
Holly Ravine Dairy	4.23	3.83
Kligerman Dairy	4.23	3.83
Locust Lane Farms	4.17	3.82
Parks Dairies	4.23	3.83
Rainier's Dairy	4.17	3.83
Scott-Powell Dairies	4.38	3.83
Supplee-Wills-Jones	4.23	3.83
Sylvan Seal	—	3.74
Trenton Dairy	—	3.83
Wilson Dairy	4.23	3.83

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Two prospectors decided on a trip to town. After a round of sightseeing they entered a hotel. "We'd like to stay for the night," said the elder.

"Certainly," said the clerk. "Would you like a room with a bath?" The older miner hesitated. "Go on, Oliver," urged his friend, "be a sport. We live only once."

Prices 4% Milk, Feb. and Mar.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during February and March, 1944.

Handler	Plant Location	Location Differential	Feb. Price	Mar. Price	Handler	Plant Location	Location Differential	Feb. Price	Mar. Price
Market Average	f.o.b. Philadelphia	—	\$3.924	\$3.890					
Abbotts Dairies	Philadelphia, Pa.	—	\$4.000	\$3.940	Rosenberger's Dairies	Hatfield, Pa.	.13	3.778	3.768
" "	Curryville, Pa.	.339	3.631	3.571	Schillinger's Dairies	Philadelphia, Pa.	—	3.947	3.923
" "	Easton, Md.	.283	3.687	3.627	Schmidt, J. Edward & Son	Huntingdon Valley	.09	4.142	4.112
" "	Goshen, Pa.	.241	3.729	3.669	Scott-Powell Dairies	Philadelphia, Pa.	—	3.954	3.877
" "	Oxford, Pa.	.227	3.743	3.683	" "	Ardmore, Pa.	—	3.954	3.877
" "	Port Allegheeny, Pa.	.416	3.512	3.476	" "	Clayton, Del.	.241	3.683	3.606
" "	Spring Creek, Pa.	.451	3.477	3.441	" "	Fairdale, Pa.	.318	3.606	3.529
Ardmore Home Dairies	Ardmore, Pa.	—	3.975	3.954	" "	New Holland, Pa.	.234	3.690	3.613
Baldwin Dairies	Philadelphia, Pa.	—	3.957	3.952	" "	Pottstown, Pa.	.22	3.704	—
Barlow, A. C. & Son	Glen Mills, Pa.	.11	3.839	3.841	" "	Snow Hill, Md.	.304	3.620	3.543
Bedminster D'yinn's Ass'n	Bedminster, Pa.	.22	3.772	3.762	Shearer, Paul B. & Co.	Philadelphia, Pa.	—	3.613	3.619
Bergdoll's, John C., Dairy	Boothwyn, Pa.	.09	3.888	3.885	" "	Center Port, Pa.	.248	3.335	3.341
Booth, Chas. T.	Chester, Pa.	.07	3.898	3.773	Suburban Dairies	Manoa, Pa.	—	4.068	4.052
Breuninger Dairies	Philadelphia, Pa.	—	3.988	3.966	Supplee-Wills-Jones	Philadelphia, Pa.	—	3.966	3.930
" "	Richlandtown, Pa.	.227	3.731	3.709	" "	Bedford, Pa.	.332	3.604	3.568
Brookmead G'n'sy Dairies	Wayne, Pa.	.07	4.078	4.034	" "	Chambersburg, Pa.	.297	3.639	3.603
Brown's Dairy	Glenside, Pa.	.07	3.899	3.907	" "	Hagerstown, Md.	.304	3.632	3.596
Buck's Co. Farms Dairies	Morrisville, Pa.	.22	3.667	3.645	" "	Harrington, Del.	.262	3.674	3.638
Buehlers Dairy	Willow Grove, Pa.	.07	4.057	3.998	" "	Huntingdon, Pa.	.332	3.604	3.568
Clover Crest Dairy Farm	Newtown, Pa.	.13	—	—	" "	Leaman Place, Pa.	.234	3.702	3.666
Cooklyn Milk Co.	Goldsboro, Md.	.262	3.553	3.538	" "	Lewistown, Pa.	.311	3.625	3.589
Crawford, M. S. Dairy	Drexel Hill, Pa.	—	3.952	3.928	" "	Mercersburg, Pa.	.311	3.625	3.589
Crumdale Farms Dairy	Berwyn, Pa.	.09	4.017	—	" "	Mt. Pleasant, Del.	.227	3.709	3.673
Crystle, Wm. H., Dairy	Chester, Pa.	.07	3.876	3.789	" "	Princess Anne, Md.	.297	3.639	3.603
Darlington Bros.	Darling, Pa.	.09	3.931	3.934	" "	Townsend, Del.	.234	3.702	3.666
Deger's Dairy	Mont Clare, Pa.	.13	3.849	3.855	" "	Worton, Md.	.255	3.681	3.645
Dietrich's Dairy	Reading, Pa.	.234	3.642	3.593	Sylvan Seal Milk	Philadelphia, Pa.	—	3.877	3.862
Engel Dairy	Philadelphia, Pa.	—	3.993	4.010	Sypherd's Dairies	Philadelphia, Pa.	—	3.956	3.834
Ervin's Dairy	Philadelphia, Pa.	—	4.027	3.867	Taylor's Dairy	Jenkintown, Pa.	—	4.053	4.082
Frankford Dairies	Philadelphia, Pa.	—	3.972	3.858	Turner & Wescott	Glenroy, Pa.	.234	3.647	3.598
Gailey Ice Cream Co.	Delta, Pa.	.248	3.640	3.636	Walnut Bank Farms	Philadelphia, Pa.	—	4.014	4.002
Gardenville D'yinn's Ass'n	Gardenville, Pa.	.13	3.785	3.653	Warners Dairy	Berwyn, Pa.	.09	3.926	3.876
Gardenville Farm Dairies	Gardenville, Pa.	.13	3.942	3.945	Wawa Dairy Farm	Wawa, Pa.	.09	3.826	3.769
Gaynor, Hyland L.	Boothwyn, Pa.	.09	3.848	3.850	Willow Ridge Farm	Hatboro, Pa.	.09	3.894	3.885
Gorman Dairies	Newtown, Pa.	.07	3.966	3.961	Wilmer Dairies	Conshohocken, Pa.	.07	3.817	3.830
Greentree Creamery Ass'n	Obelisk, Pa.	.22	3.670	3.671	Wissahickon Dairy	Philadelphia, Pa.	—	3.931	3.939
Gross, Charles, Dairy	Philadelphia, Pa.	—	4.044	4.019	Witchwood Dairy	Spring House, Pa.	.11	3.943	3.941
Grubbs Dairies	Media, Pa.	.07	4.030	3.955					
Hamilton Dairies	Philadelphia, Pa.	—	3.946	3.945					
Hansell, A. R.	Mainland, Pa.	.11	3.948	3.934					
Harbisons' Dairies	Philadelphia, Pa.	—	3.950	3.912					
" "	Brandtsville, Pa.	.276	3.644	3.606					
" "	Byers, Pa.	.22	3.700	3.662					
" "	Carlisle, Pa.	—	3.644	3.606					
" "	Hurlock, Md.	.283	3.637	3.559					
" "	Massey, Md.	.241	3.679	3.641					
" "	Millville, Pa.	.332	3.588	3.550					
" "	Sudlersville, Md.	.248	3.672	3.634					
Hernig, Peter, Sons	Philadelphia, Pa.	—	4.003	3.867					
" "	Boiling Springs, Pa.	.276	3.697	3.561					
Hershey Creamery Co.	Biglerville, Pa.	.283	3.552	3.425					
" "	York Springs, Pa.	.276	3.559	3.432					
Hill Crest Farms	Eddington, Pa.	.09	3.976	3.983					
Holiday Dairy	Norristown, Pa.	.11	3.941	3.858					
Homestead Guernsey Farm	Chester Heights, Pa.	.11	3.904	3.905					
Hutt's Dairies	Philadelphia, Pa.	—	4.013	3.990					
Individual Dairies	Philadelphia, Pa.	—	4.051	4.023					
Ivy Crest Guernsey Dairies	Hatboro, Pa.	.09	3.991	3.952					
Jersey Queen Dairy	Philadelphia, Pa.	—	3.969	3.969					
Johnson, J. Ward, Dairy	Woodlyn, Pa.	.07	3.885	3.798					
Lehigh Valley Farmers	Allentown, Pa.	.234	4.160	4.170					
Marmer, John	Bryn Mawr, Pa.	.09	3.898	3.944					
Marshall, T. Forest	Linwood, Pa.	.09	3.873	3.871					
Martin Century Farms	Lansdale, Pa.	.11	3.799	3.774					
Meyers Dairies	Ambler, Pa.	.09	3.883	3.849					
Miller-Flounders Dairy	Chester, Pa.	.07	3.989	3.939					
Missimer-Wood-Narcissa	Philadelphia, Pa.	—	4.058	4.038					
Mont-Berk Dairy Co.	Boyertown, Pa.	.227	3.606	3.616					
Nelson Dairies	Norristown, Pa.	.09	3.862	3.857					
Oakes Dairy Farm	Chadds Ford, Pa.	.11	3.941	3.894					
Oakland Farms	Fairview Village, Pa.	.11	3.826	3.783					
Pennbrook Milk Co.	Philadelphia, Pa.	—	4.004	3.735					
Penn-Reed Milk Co.	Belleville, Pa.	.318	3.481	3.407					
Quaker-Maid D'y Products	Philadelphia, Pa.	—	3.981	3.939					
Quinn's Dairies	Philadelphia, Pa.	—	3.954	3.926					

MARKET SUMMARY

	Mar. '43	Feb. '44	Mar. '44
Class I price, 4% milk	\$3.700	\$4.050	\$4.050
Class II price, 4% milk	2.962	3.290	3.277
Weighted Average Price	3.547	3.924	3.890
Class I, pounds	68,950,332	62,674,683	67,625,511
Class II, pounds	10,748,351	5,248,100	10,730,650
Total pounds	79,698,683	67,922,783	78,356,161
Class I, percent	86.51	92.27	86.31
Class II, percent	13.49	7.73	13.69
Average butterfat test, %	3.94635	3.97344	3.95662
Number of producers	9,955	9,502	9,518
Value, 4% basis, f.o.b. Philadelphia	\$2,826,994.39	\$2,665,482.69	\$3,047,718.88

Secondary Markets

Trenton

Production in the Trenton area has shown a slight increase during the past month, but the market has thus far been able to handle the supply.

There have been some sales of cows in the territory, due to the high cost of labor and feeds. Hay is now selling for \$37.00 per ton and feed continues to be high, with the quality of many brands becoming inferior.

Wilmington

At the meeting of the Wilmington Market Committee on April 12, it was reported that the supply of milk in the Wilmington area was increasing and that some of the smaller buyers had more milk than they needed, but that it was being used by other dealers who were short.

It was also reported that 31 new Inter-State members had been signed up since their last meeting in March.

The Market Committee sponsored a meeting at Newark on the evening of April 12, at which specialists of the University of Delaware explained the control of mastitis in cows and of the European corn borer.

South Jersey

Many South Jersey buyers have more milk at present than they need for fluid purposes. This excess is being sold to other buyers in the area, part of it for fluid purposes and part of it for manufacturing.

Holly Ravine Dairy of Haddonfield has recently been added to Inter-State's list of approved buyers and most of their shippers have become Inter-State members.



"Please, Mom . . . just one, teeny, weeny, little kick!"

Supply Fibrous Feeds To Reduce Bloat Danger

California investigators have made a scientific study of bloat in cattle and the causes of it. They have found that the feeding of succulent feeds is conducive to this condition and that these feeds contain a minimum of fiber.

They have analyzed the commonly accepted theory of bloat, which is that an excessive amount of gas is formed in the rumen, which is likely to occur when animals are pastured on green legumes. These research men believe that bloat is not caused by excessive gas formation, but by interference with belching.

This, they asserted, is caused by a lack of sufficient fiber of the proper type in these feeds to initiate belching. It is recommended by them that enough roughage of a coarse, stemmy nature be in the ration or else prevent the animal from excess eating of succulent feeds lacking in fiber. Their practice with dairy cows, particularly lactating cows, was to feed palatable hay before turning them into a legume pasture.

Holstein People Object To Cross-Breeding

The Holstein-Friesian Association of America has reported that Holstein breeders have recently been circularized on a large scale by a breeder of registered Aberdeen-Angus cattle who recommends using beef-type bulls on dairy cows. It was reported that the breeder of registered beef cattle offers a special financial inducement to any dairyman who will consider starting his herd down the road to a mongrel status by cross-breeding beef and dairy strains of cattle.

This propaganda is roundly condemned by the Holstein people who say that:

"The so-called 'dual-purpose' animal has been a potent factor in retarding the development of both beef and dairy breeds during the entire history of cattle breeding. To purify inheritance for efficient production of either meat or milk has taxed the ingenuity and skill of the world's best-informed and most practical stockmen. Cross-breeding represents the 'banana peel' on which thousands of otherwise good dairymen have slipped into the possession of a 'calico' herd which yielded no profit nor pride of possession."

"Every lover of good livestock admires the Aberdeen-Angus as an outstanding example of what may be done by skillful breeders in concentrating inheritance factors favorable for efficient meat produc-

tion. For the welfare of all, breeders of Angus should continue their splendid program of breed improvement and be satisfied to let dairymen continue as dairymen working with a speicalized dairy breed."

Prevent Fires to Save Life and Property Loss

Even though Fire Prevention Week is held officially in the fall, every week in the year should bear the same label, believes J. R. Haswell, extension agricultural engineer at Pennsylvania State College.

A toll of \$100,000,000 is taken annually by farm fires in this country, plus several thousand irreplaceable lives being snuffed out.

More than 70 per cent of farm fires are the result of four major causes. Most barn fires start from lightning or spontaneous combustion. House fires are traced most frequently to defective chimneys or sparks on roofs.

Reports reviewed by Haswell indicate that the loss from lightning, particularly with barns, is one of the largest items in the farm fire bill. Ten times more barns than dwellings are thus destroyed. Lightning caused a reported loss of \$644,607 in a single year in Pennsylvania recently.

Haswell says that a good lightning rod system is rated as 98 per cent effective in protection. Damaged water pipes, half-inch or larger, can be used to ground metal roofs and patch old systems.

With the approach of winter, the likelihood of barn fires decreases, but the danger of farm house fires becomes greater. Of course, spontaneous combustion fires in the fall are possible. Approximately two-thirds of the farm fires occur in dwellings and most of the remainder in barns. Only 1 per cent of farm fires are in buildings other than the house or barn.

Haswell makes the timely suggestion that all chimney tops be repaired and at the same time a spark guard be installed unless the house has a fire-resistant roof. A check-up and removal of fire hazards also is a worth while task.

Each person consumes, on the average, the equivalent of 390 quarts of milk each year—including fluid milk and cream, butter, cheese, ice cream, and concentrated milks.

One ounce of hard cheese furnishes one third of an adult's daily need for calcium.

An antique is something no one would be seen with if there were more of them, but which everyone wants when no one has any.

"Drotty's Problem"

A Dairy Council Story With A Happy Ending

EVERYONE LIKES a little encouragement now and then. Anyone can plug along for a while with no other motive power than the confident knowledge that his work is being well done and is accomplishing a worth while purpose. But there comes a time in the affairs of men—and organizations—when it feels good to have someone administer a friendly pat on the back and say, "Stout fellow! Ripping good job! and all that. Carry on, old bean!"

So it felt good to us when we had our back patted recently. We're really not bragging in telling about it, because the incident came about as a result, not of something we had done, but of something we felt we had failed to do. Maybe we'd better explain.

"C S P" Appointed

Drotty started the whole thing. Drotty is Mrs. Louise Hofmaier (nee Drotleff, in case you're wondering whence the nickname), and she is our official Taker of the Public Pulse. Visitors to the Dairy Council are usually in search of teaching aids in the form of printed material—and they usually find what they're after in the display room under the patient guidance of the aforementioned Drotty.

A few weeks ago, we noticed the lady in question wearing a worried expression which didn't at all match her normally cheery disposition; and when confronted with the fact, she admitted that she had a problem. Whereupon we immediately formed a Committee for Solving Problems—recruiting those available at the moment, which turned out to be the Man Who Writes Stuff, the Man Who Knows About Printing, and The Boss. After first alphabetizing itself in traditional government fashion, the "CSP" settled back and invited Drotty to unburden herself.

Fourth Grade is Problem

Well, it seems that for some time the fact had been becoming more apparent that fourth grade teachers who came to us for help were having difficulty in finding material which fitted their needs. Every other grade, from kindergarten to high school, seemed to be well provided for—but what we were able to suggest for the fourth grade level generally impressed the looker as "either too young or too old." And Drotty—than whom there is no one prouder of the Dairy Council—felt that we were missing the boat, and was very unhappy about the whole thing.

So there was the problem—to provide up-to-date material which would be useful to children of nine years or thereabouts. The CSP wrinkled its collective brow, scratched its collective head, and thought. What do nine-year-olds like to do? What major problems occupy the minds of fourth graders? Which type of activity will best hold the interest of children going on ten? The Minds came up with several ideas—some rather bad and some pretty good—but none of them, the Committee agreed, really rang the bell.

Finally some one said, "Look—if we want to know what the fourth grade teachers could use, why not ask the fourth grade teachers?" This revolutionary thought raised more questions—would the teachers we consulted be sufficiently interested in our work to give the matter thought?—would the constant stream of questionnaires to which people, including teachers, are subjected these days automatically consign our request to the waste basket? It's worth a try, we decided, and forthwith a letter was dispatched to a representative list of fourth grade teachers, stating our problem and soliciting their help.

Teachers Glad to Help

Well, the result is the "pat on the back" we mentioned at the start. Answers to our letter simply bounced back at us—answers two and three pages long—all offering helpful suggestions, some outlining definite projects for our consideration. And each reply made it quite clear that the writer was anxious to do a favor—each letter was not only an offer of cooperation in the future, but an expression of appreciation of our help in the past.

One teacher wrote, "Every time I have gone to the Dairy Council I have received such generous help. I am only too glad to cooperate now. Another—"All the Sisters of the parochial schools are very appreciative of the Dairy Council school helps, and we are all glad at any time to assist you in your work."

One letter covered six full pages, and was packed full of unusual and well-conceived projects, with detailed plans for putting them into use. That one ended: "I do hope that a few of these suggestions may prove helpful. We all owe a great debt of gratitude to your organization over a long period of years."

And so it went, letter after letter, each giving us tangible evidence

of the lasting friendships we have made throughout the teaching profession—each adding strength to our conviction that the work we are doing is of real benefit, not only to the dairy industry, but to the schools as well.

As for Drotty's problem—it's as good as solved, for there remains only the job of choosing the best of the ideas submitted and transforming them into words and pictures. The CSP has unwrinkled its brow, and Drotty's worried expression has disappeared completely, for she knows that now, when a visitor arrives, she can step up with a smile and say, "Fourth grade? I'm sure I have just the thing for you."



Ray and Roy are twin sons of Mr. and Mrs. Elwood Heckman, Mercersburg, Pa. We wonder how they tell them apart.

He Forgot

He brushed his teeth twice a day.
The doctor examined him twice a year.
He wore rubbers when it rained.
He slept with the windows open.
He stuck to a diet with plenty of fresh vegetables.
He relinquished his tonsils and traded in several wornout glands.
He golfed, but never more than 18 holes.
He never smoked, drank or lost his temper.
He did his daily dozen daily.
He got at least eight hours sleep every night.
The funeral will be held next Wednesday.
He is survived by 18 specialists, 4 health institutes, 6 gymnasiums, and numerous manufacturers of health foods and antiseptics.
He had forgotten about dairy foods.

The farmer who spends all of his wartime income is spending himself out of business. After the war he'll have no cash with which to replace and repair buildings and equipment depleted by years of hard war food production.

Facts, Food and Fellowship

Feature 21 Dinner Meetings

FIFTEEN INTER-STATE districts have held a total of 20 district and sub-district dinner meetings during the past several weeks, with another dinner meeting covering the membership of two locals of District 4 and one local of District 12. Total attendance at these 21 meetings has been 3649.

These meetings have been outstanding. Attendance has been excellent and far more meetings were troubled with unexpectedly large crowds than with the opposite kind. The programs of these 21 meetings revealed a wide variety of speaking talent.

The principal speaker at the opening meeting, that of the Quarryville and Southern Lancaster Locals of District 11, held January 14, was **B. B. Derrick**, secretary-treasurer of the Maryland and Virginia Milk Producers' Association. He was so well received that the remainder of the district also invited him to address them at their meeting on February 15, but, because of a previous commitment, he was not able to accept.

Speakers From Four States

Dr. Wm. V. Dennis, Professor of Rural Sociology at Pennsylvania State College, and **C. I. Cohee**, President of the Philadelphia Inter-State Dairy Council, were the principal speakers at the two meetings in District 13, held January 27. Mr. Cohee also spoke at the meetings of Districts 15 and 7, held February 16 and March 2. **Miles Horst**, Pennsylvania's Secretary of Agriculture, highlighted the program of the District 21 dinner on February 2, while **J. K. Stern**, Associate Professor of Agricultural Economics at Pennsylvania State College, talked at the two District 20 meetings the following day. Mr. Stern also featured the program at the second District 11 dinner, held at Oxford.

Those attending the District 9 dinner heard a talk by **Harry Nuttle**, director of the American Farm Bureau Federation, while United States **Senator Millard Tydings** of Maryland talked to the members at the District 19 and District 10 (Rising Sun) dinners.

Pennsylvania State College also provided one of the speakers at the District 15 dinner in the person of **Dr. F. F. Lininger**, Vice Dean of the School of Agriculture, who appeared also at the District 1 dinner.

Dr. Wm. H. Martin, Dean of Agriculture at Rutgers University, headlined the program at the dinner of the Bridgeton and Deerfield Locals of District 23 on March 3.

Herbert Voorhees, president of the New Jersey Farm Bureau, was the guest speaker at the District 17 dinner, while **Mrs. Hester B. Provensen**, who teaches public speaking at the University of Maryland, inspired the members and guests at the second dinner held in District 10, by the Elkton and Cecilton Locals.

Others who participated include **George Clendaniel**, county agricultural agent from Caroline county Md., who appeared at the Goldsboro Local meeting of District 22, and **Rev. Herbert Howells** of Llanerch, Pa., who spoke at the District 8 dinner meeting on March 23.

Inter-State Staff Members

Inter-State was represented at each of these meetings by some official or member of the staff, including **O. H. Hoffman, Jr.**, general manager; **B. H. Welty**, president; **A. R. Marvel**, vice-president; **H. E. Jamison**, secretary-treasurer and **Earl E. Warner**, statistician. The directors in each district, with very few exceptions, took an active part on the programs of the dinners in their respective districts, and in some cases appeared as guest speakers at meetings of neighboring districts.

Special mention must be made of the unusually good entertainment provided at no less than seven of these meetings by **Dudley Winter**, Inter-State fieldman, who performed his clever tricks of magic.

These meetings have long been growing in prestige and popularity. They are recognized as the most successful events arranged in the entire Inter-State calendar for carrying to the rank and file of the members the story of what Inter-State in particular, and cooperatives in general, are doing for agriculture and our own milk shed.

Among the most heavily attended meetings were those in Districts 9, 10, 13, 19, 20 and 21. It would be difficult, if not impossible, however, to evaluate these meetings according to the keen interest shown and the enthusiasm and spirit of the crowds attending. They were universally good in that regard. This measure of value had no

relation to the speed or dispatch of serving the dinner, the amount of elbow room the diners had or the spaciousness of the hall or numbers present at the meeting.

As we go to press, at least one more meeting is scheduled—that of the Centerville Local of District 5, which also serves as the annual meeting of the Centerville, Milk Producers' Cooperative.

Farm Transportation Situation is Serious

New Jersey farmers were warned this week by **E. V. Lipman**, administration officer in charge of war services for the State AAA Committee, that truck transportation might prove a serious bottleneck in getting 1944 milk, fruit, vegetables and other products to market.

Lipman pointed out that normally about 2000 New Jersey farm trucks are replaced annually. Since 1942, New Jersey's farm quotas of trucks has been only 100 to 200 a year, while repair parts have been difficult to get and the supply of experienced truck repair men is inadequate. For these reasons, Lipman urged farmers to take the best possible care of their trucks, and to avoid all unnecessary travel.

Lipman said that the outlook for gasoline for farm uses is much improved. Tire quotas are far below civilian demands even for essential uses. Rubber for trucks and tractors is not expected to be adequate until late fall. All tires are rationed by the OPA. Farmers facing emergencies because of tire failures should contact their County AAA Office.

Another impediment to marriage nowadays is the increasing difficulty in supporting the government and a wife on one income.

"Is YOU—de reprobate jedge?"
"Well I am the probate judge, if that's what you mean."
"Yassuh, dat's it. Ah 'spects. Well, Mistuh Jedge, it's like dis—mah husband had done died detested, and lef' me with seben little infidels, and Ah wants to be 'pointed executioner."

"You don't know the first thing about syntax?"

"My goodness, is there a tax on that too?"

Another of America's fighting men has just been awarded the Purple Heart. This time it is James F. O'Neill of Philadelphia.



"I am sending you a snapshot showing some of the fellows in our outfit lined up to receive the Purple Heart." With these words, modest **James F. (Jimmie) O'Neill**, marine private in the South Pacific and brother of **Peg O'Neill** of the Inter-State office force, lets his folks know the occasion for shaking hands with the Major General who has just pinned the award on Jimmie's shirt. This ceremony took place at some unknown point in the vast expanses of the Pacific.

Not a written word about himself, and never, in the nearly five months since word was received that "Jimmie" was wounded in action, has there been more than the briefest mention of his wounds or even the extent or seriousness of them. He has been back in action for some time.

Peg was equally modest when we asked her to supply us with a picture of herself to be used in connection with this brief mention of the honor bestowed upon her brother, who is fighting to preserve for all of us the American way of life.

Co-Op Enemies Organizing Tax Exemption Their First Objective

EXPOSING PLANS of the National Tax Equality Association (NTEA) to wage an intensive propaganda and legislative attack on cooperatives, the April issue of the Cooperative Digest declares that behind the organization which claims to represent 1,000,000 small and large businesses are many of the foes of farmer cooperatives who would like to destroy the cooperative system in America.

While the Association carefully defines its interest as "the whole field of taxation" including opposition to tax exemption traditionally granted properties used for religious worship and public education, farmer spokesmen are quoted as declaring that the organization is a "front" in the current fight against cooperatives and that the tax issue is but a vehicle to attract public attention. The Digest describes the change in the Revenue Act requiring co-ops to report their fiscal status as "merely the entering wedge in a powerful drive to wreck the cooperative system" and charges

that NTEA is capitalizing on this change in its drive for membership and money.

In addition to officers listed by the NTEA, including **Ben C. McCabe** as president (also president of the million-dollar International Elevator Co., Minneapolis) the Digest lists **Vernon Scott** as the paid organizer and reputed money-raiser "whose methods were described as 'high pressure' by businessmen who knew him when he used to raise funds for the California Chamber of Commerce." He is quoted as having said that he prefers "to let the non-paid officers get the credit and steal the headlines."

General manager of the NTEA is **Loring A. Schuler**, one-time Curtis Publishing Co., editor, who came out of retirement in California, a move interpreted as indicating the important part propaganda will play in the set-up.

Although printed leaflets issued widely by the Association for free distribution by its members sharply

castigate cooperatives, President McCabe denies any "purpose of fighting cooperatives."

Meanwhile, the National Council of Farmer Cooperatives has pledged full support to all cooperatives concerned with the marketing and processing of farm products and with obtaining farm supplies within present limitations of the law. Agreement has been reached by the executive committee on the scope of the Council's activities in the matter and the Council has been instructed to go ahead with its counter-attack, employing additional personnel if necessary.

While the National Council, with the aid of state, regional and local co-ops, will spear-head the fight, representatives of the major general farm organizations have given their full support, according to the Digest report.

Council policy in combating the fight on co-ops is:

"1. That we support and defend sound cooperative principles as established by existing laws.

"2. That our support shall extend to all cooperatives whose operations are concerned with the marketing and processing of farm products and with performing necessary operations for obtaining farm production supplies within present limitations of the law.

"3. Present legal requirements for cooperatives are specific. The current law requires the filing of information returns. These will clearly indicate the status of every cooperative. Therefore it is important that all farmer cooperatives constantly make sure that their operations are in full accord with the law.

"4. That we urge the executive committee of the National Council of Farmer Cooperatives to proceed at once to take all steps necessary to carry out the purposes of this program."

Patronage dividends or refunds received by farmers are considered as income and should be included as income in calculating income tax returns. This is true whether the dividend is declared by a supply cooperative, in which the dividend would represent a reduction in the cost of operations, or by a selling cooperative, in which it would represent added returns on sales made.

From an ambitious victory gardener comes this request to a seed house: "Please send me some sauerkraut seed."

When you are in clover, beware of the bees.

Oleo People Don't Quit, Come Out With Bill That's Different

THE FULMER oleomargarine bill was defeated for this session of Congress, the Maybank oleo amendment to the Revenue Bill was thrown out by the Senate, but the oleo people never say die. They are up and at it again with a new bill introduced by Senator Smith of South Carolina, who is chairman of the Senate Committee on Agriculture.

Would "Re-Christen" the Fat

Maybe it is improper to call this an oleo bill, since the bill would establish an entirely new product—not oleo—not oleomargarine—but simple, harmless, little "margarine." This product, by the way, is defined in the bill as "a product manufactured from agricultural commodities."

It would be specifically exempted from excise taxes such as apply to "oleomargarine." There would be no dealer license taxes for handling it and no manufacturer's tax. Thus it would in no way be hampered in its opportunity to imitate products, specifically butter. Incidentally, these license taxes have, for about 50 years, served as a restraint on the manufacturers and dealers in oleomargarine, compelling that this product be placed on the market for what it is, thus protecting the consumer as well as those who produce or deal in products that oleomargarine might imitate. The new law would remove all such restraints.

This is a revival of a sectional feud within agriculture, quite apparently being engineered by the oleo manufacturers and possibly encouraged by various and sundry others who fail to understand the economics of the situation and are motivated more by emotion and propaganda than by any process of reasoning.

The Next Move Would Be!!!

With this fatty product allowed to be sold on an open market, in a colored form, and without any tax or restraint because of being colored, it is highly probable that one of the arguments for less regulation of oleo would be eliminated on the spot, that is, the statement that it is taxing the so-called "poor man's" spread. More than likely there would be no uncolored oleo sold and probably the colored product would command a premium of several cents a pound over the present price for the uncolored product. That premium would not be a help to the so-called oppressed

poor (who buy very little oleo even now). Any such higher price would go directly to the profits, believed already high, of the oleo industry.

More than that, it is probable that just enough of those profits would be passed back to the retail trade to make oleo an even more attractive high profit item which would be "pushed" in place of butter. It is well recognized that butter is a low profit item, one on which the farmer gets very nearly the highest percentage of the consumer's dollar of any standard grocery item. Even at present, the farmer's share of the consumer's dollar spent for oleo is ridiculously low.

Tractor Tires Must Be Recapped When Possible

The OPA has informed New Jersey county AAA offices that local War Price and Rationing Boards can issue certificates to purchase new rear-wheel tractor tires only when the present tire is worn beyond the recapping stage. Ration certificates for new front-wheel tractor tires may still be issued where recapping facilities are inadequate.

According to the Office of the Rubber Director, rear-wheel tractor tire requirements will probably exceed production for the next six to eight months. Monthly quotas for this type, therefore, will be seriously limited. Further, all conversions from steel wheels to rubber tires have been suspended by the WFA except in extreme hardship cases.

Second-hand tractor tires are no longer rationed.

New Shipping Rules Issued for Bang's Free Areas

As an aid in the reduction of Bang's disease in cattle, revised regulations intended to govern the handling of all cattle, except those intended for immediate slaughter, to be moved into a Bang's disease quarantined area or for addition to other herds under Federal-State supervision, have been approved by Miles Horst, Pennsylvania Secretary of Agriculture and Dr. C. P. Bishop, director of the Bureau of Animal Industry, and will become effective May 1, 1944.

The principal change from previous regulations is that no animals may be sold from an infected herd

until the entire herd has had two consecutive negative blood tests within a period of 30 to 90 days. Cattle moved in accordance with the various requirements are to be accompanied by an approved certificate issued by the cooperating Federal or State regulatory official.

Experience has proved that a single infected animal coming into an otherwise clean or Bang's disease-free herd may pass the disease through an entire herd in a short period of time. Such an animal easily can upset years of careful testing and work in an area where the disease has been eliminated through slaughter and replacement with disease-free animals. It is to prevent such breaking down of years of effort and to further guarantee the effectiveness of Bang's control and quarantine that the new regulations have been prepared, Secretary Horst declared.

Cattle shipped into Pennsylvania in compliance with established regulations for additions to herds and areas under Bang's supervision shall be held in isolation and retested. Farmers may obtain copies of the new regulations from the Bureau of Animal Industry or from district agents of the Bureau in various parts of the State.

Plenty of Good Roughage Will Reduce Grain Needs

With grain feed reserves about gone and the hog population still high, the northeastern dairyman's only salvation is to rely upon high quality roughage—both hay and grass silage—for a large part of his herd's protein needs.

"This is no particular sacrifice, since dairymen of this state can produce hay and silage nutrients more cheaply than grain nutrients," according to Carl B. Bender, professor of dairy husbandry at Rutgers University.

"Feeding all the good grass silage and hay a herd will eat will eliminate all worry about the protein content of the grain mixture and will produce 70 per cent of the milk. Purchased feed will then be needed to produce the additional 30 per cent. This program will cut the grain needs of the average dairyman 10 to 20 per cent."

To follow such a program efficiently, Bender suggests making the first cutting of legumes or mixture of legumes and grasses into silage.

Throughout your daily routine of chores and machine operations, keep alert to recognize hazards, and then prevent accidents by removing those hazards.

Pasture "Renovation" Sometimes Is Needed

Although Pennsylvania pastures generally are improved simply through application of lime, phosphate, and manure, there are some situations where pasture "renovation," as used satisfactorily in some middle western states, might well be tried, extension agronomists of the Pennsylvania State College suggested.

In the Middle West, thin, depleted or grub-damaged pastures are well limed and fertilized, then vigorously disked or harrowed to break up and largely destroy the old sod, followed by seeding, generally in early spring, to the larger clovers, such as red and sweet, and alfalfa. The vigorous-growing clovers add essential nitrogen and organic matter to the soil and restore productivity.

Disking is considered much better than plowing, since it leaves the rather scanty supply of organic matter on the surface where it retards washing and aids in early growth of the seeding. Livestock must be kept off for several months until the new growth is well established. Some clipping to control weeds may be necessary, and grazing at first must be carefully regulated.

Places where pasture renovation might be used in Pennsylvania are in eastern counties where practically no useful clover or grasses are left on very poor shale and mountain soils.

Liming and fertilizing must be liberal before reseeding, and an application of manure after seeding will be extremely beneficial. Use a complete fertilizer, such as 3-12-6 or 4-12-4, at least 400 pounds an acre, especially where no manure can be applied.

Adapt the seeding to conditions, with perhaps 4 pounds per acre of red or mammoth clover; 8 pounds of sweet clover, preferably a mixture of white and yellow; and 3 pounds of alsike if the situation is moist. Inoculate all the clovers.

Some hardy perennial grasses also may be included, for instance, 2 or 3 pounds each of redtop and timothy and 4 pounds of ryegrass. On well-drained situations, 3 pounds each of orchard grass and tall meadow oatgrass may be used.

After sowing, the ground should be harrowed lightly, and then gone over with a cultipacker or roller.

Farmer: "Do you guarantee this clover seed?"

Merchant: "I should say so. If this seed doesn't come up, you bring it back and we will refund your money."

I woke up to the fact **THAT A TRACTOR CAN'T LAST FOREVER...**



Now I'm replacing tractor wear with WAR BONDS!

A SUBSTANTIAL part of America's "industry" is agricultural . . . and needs reserves for replacing worn-out machinery and equipment just as much as a manufacturing plant does.

Surveys show that depreciation costs on a typical mid-west farm run to \$686 a year . . . \$686 worth of "working capital" which has to be replaced out of income or the "factory" has to quit.

Figure your depreciation costs. Put that much or more into War Bonds. And you'll always have machinery to stay in business with!

And, in the same way, War Bond Savings will cover all the things you'll want and need after the war, when the Bonds mature.

YOU NEVER GET LESS THAN YOU LEND!

And can get 1/2 more than you invest. When held 10 years, Series E War Bonds

yield 2.9% interest compounded semi-annually. You get back \$4 for every \$3.

CASH IF YOU NEED IT

Of course, no one should cash a Bond unless he has to; but if an emergency comes along, your War Bonds are like money in the bank. Uncle Sam will redeem them in cash—at full purchase price—any time after you've held them 60 days.

★ ★ ★ FACTS ABOUT WAR BONDS (Series E)

You LEND Uncle Sam:	Upon Maturity You Get Back:
\$18.75	\$25.00
37.50	50.00
75.00	100.00
375.00	500.00
750.00	1000.00

You can buy War Bonds from your bank, postmaster, rural mail carrier or Production Credit Association. Don't wait. Do it by mail if you can't get to town!

★ ★ ★

For America's future, for your future, for your children's future—keep on buying WAR BONDS

Let's all KEEP BACKING THE ATTACK!

The Treasury Department acknowledges with appreciation the publication of this message by

Inter-State Milk Producers Review

The cheapest milk is produced on good
pasture, the costliest on poor pasture.

The April Dairy Picture

The rate of increase in milk production during the winter appears to have been somewhat greater than in the preceding three years in the Philadelphia milk production area. Taking the average delivery of 5,000 herds reported by the War Food Administration as an indicator, the increase from January 1 to April 1 was 21.5 percent. This was considerably higher than last year when the increase was 16.8 percent; or 1942, when it was 14.4; or 1941, when the increase was 12.8 percent from January 1 to April 1. Production in the New York shed is officially reported to be increasing faster than last year in the southern and central sections. However, the Pennsylvania Department of Agriculture reports that in Pennsylvania,



Cash Prizes

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in the

REVIEW PICTURE CONTEST

An opportunity to turn your
really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page,
\$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review,
401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

February, 1944, milk production was 1.4 percent less on a daily basis than during February, 1943.

The level of daily deliveries per farm in the Philadelphia milk shed during March, compared with March, 1943, indicates that March production in the Philadelphia area probably ran 1 or 2 percent below 1943. This is taking into consideration the fact that a smaller number of producers have been shipping to Philadelphia this past winter than during the winter of 1942-43.

Daily average production, on the other hand, as indicated by the most recent report (that for the week ending April 1), shows a distinct gain in comparison with last year and, in fact, was slightly above the similar week in 1942. The average per farm was 309 pounds for the week ending April 1, 1944, compared with 302 pounds in 1943 and 308 in 1942.

Production of feed grains on farms in the Philadelphia production area should increase in 1944 over 1943 if farmers' plans work out. The Pennsylvania Department of Agriculture has published proposed acreages showing that the planned corn acreage for 1944 is 4 percent greater than 1943, the planned increase in oats acreage is 5 percent and soy bean acreage 10 percent. A reduction in acres planted to barley suggests that a considerable shift from barley to corn and oats is taking place.

Butter production, according to Bureau of Agricultural Economics releases, has been showing some improvement recently, but is still running somewhat less than last year at this time. Action has been taken to attract milk into the manufacture of butter and dry skim milk which formerly was being used to make dry whole milk and bulk condensed milk. The Producers Price Current states, however, that the slight increase in production has not brought any burden-some accumulation in the hands of wholesalers and jobbers.

Demand for butter on the part of consumers continues to lag under the 16-point-per-pound rationing. Nevertheless, opinion in the industry has not given support to a reduction below 16 points up to this time. Industry representatives advised against reduction of points during April. A report, however, was published in the March 29 issue of the "Dairy Record," stating that butter ration point requirements will be reduced to 12 points beginning May 1.

The government set-aside pro-

gram for butter went into effect again on April 1, but the percent required to be set aside was the lowest since this program was first undertaken. Manufacturers are required by Food Distribution Order No. 2-4 to set aside for government purchase 10 percent of their output during April. In announcing this order, the War Food Administration stated that this action was taken to meet the needs of the United States armed forces and war services. This is the first application of the set-aside requirements since September, 1943. Last year, the similar order directed that 30 percent of production during February, March and April be set aside for government purchase. It is planned for government agencies to buy most of their butter requirements during the six months of heaviest butter production. Supplies of butter for civilians under these conditions are reported to be definitely on the increase.

Creamery butter in cold storage on March 1, 1944, amounted to 107 million pounds compared with 12 million pounds on March 1, 1943, and a 5-year average (1939-43) of 40 million pounds. The War Food Administration report of cold storage holdings for 35 cities showed that 57 million pounds of butter were in storage on April 1 this year, compared with 12.5 million pounds last year.

Production of American cheese during March was at almost the same level as last year. While butter production was running 11 to 17 percent under last year, weekly reports indicated that American cheese production was running within 2 percent of production during March, 1943.

Oleomargarine production, according to a War Food Administration announcement, amounted to 57 million pounds during February which was 5.6 million below February, 1943, but 20.8 million pounds above the 5-year average for February.

Fluid cream prices in the Philadelphia market were reported by the War Food Administration at \$24.50 to \$25.00 per can for cream approved for Pennsylvania, Newark and Lower Merion Township during the week ending April 8, and cream approved for Pennsylvania only was reported to be selling at \$23.00 to \$24.25. Some Pennsylvania-only cream separated locally was stated to be offered in small lots at distress prices. The effect of declining cream prices on

the Philadelphia Class II price was partly counter-balanced during March by an increase in the price of dry skim milk. The average price of hot roller process dry skim milk for human consumption used in calculating February Class II price was 13.9 cents per pound, whereas the average used in calculating the March price was 15.25 cents.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

FOR SALE: Registered Ayrshire bull, born Nov. 10, 1942. Fully accredited T.B. & Bang's Disease. Ready for service. For particulars and price write Wm. S. Stephens, Collegeville, Pa.

Report of the Field and Test Department, Inter- State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during March, 1944.

	March
Farm Calls	1531
Non-Farm Calls	233
Butterfat Tests	3523
Plants Investigated	46
Herd Samples Tested	188
Brom Thymol Tests	288
Microscopic Tests	144
Membership Solicitations	533
New Members Signed	97
Meetings	36
Attendance	3194

Meeting Calendar

- April 20—Centerville Local dinner meeting—Centerville High School—7:00 P.M.
April 25—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
May 9—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
May 16—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

Maybe we shouldn't mention it to the young folks but, you know, they didn't invent any of this devilry.

Customer: "I was told to buy either a casserole or a camisole, and I can't remember which."

Clerk: "Ah! Is the chicken dead or alive?"

New Vicar: "Are people subject to colds in this part? Quite a lot of people had coughs during my sermon."

Old Verger: "Coughs sir—they ain't coughs, them's time signals."

Feed Dairy Calves To Get Good Growth

The old slogan, "A calf well started is a calf half grown," means a lot in growing good dairy heifers. R. H. Olmstead, extension dairyman of Pennsylvania State College, says that it takes a long time to get a calf growing well if she suffers a setback caused by digestive troubles and scours.

Many such troubles can be eliminated by not feeding too much at the start. After weaning, 1½ quarts of milk twice daily is enough for the first week, but the second week the amount can be increased to 2 quarts twice daily. With large, thrifty Holstein or Brown Swiss calves, the allowances may be increased slightly.

It is also a good practice to limit the amount of milk a calf sucks before it is weaned. Many calves take too much milk during the first few days which often causes digestive trouble.

To save milk for the war emergency many dairymen have adopted the dry calf-starter method of feeding, report extension dairy specialists of the Pennsylvania State College. The secret in feeding dry starters is not to increase the milk above 2 or 2½ quarts after the second week.

Start the calf on the dry starter at a week or 10 days of age and keep it before the calf at all times. If milk is increased, the calf will not go on the starter fast enough. When the calf is eating 4 to 5 pounds of starter daily, continue at this amount until 3 to 4 months of age and then change gradually to a good calf growing or fitting grain mixture.

A good quality hay with green color should be kept in a rack at all times and water should be available all the time after three weeks of age. Milk feeding may be eliminated gradually at 7 to 8 weeks of age.

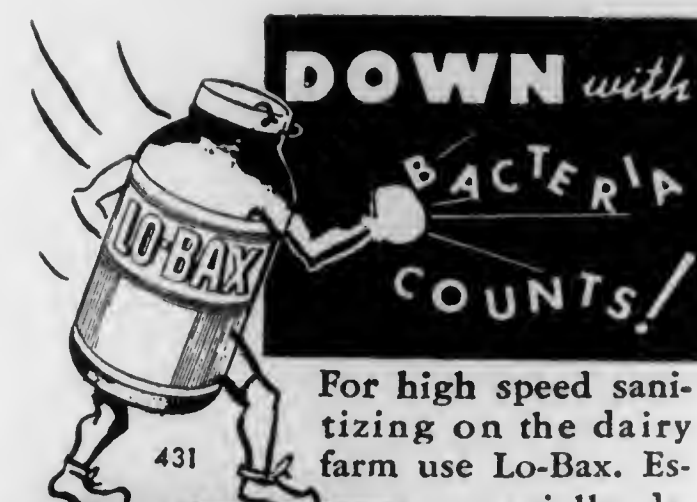
On the average, large cows produce more milk than small cows. If the dairyman is to obtain size in cows, the calves must be well grown.

Mark Twain once asked a neighbor if he could borrow a set of books which he was very anxious to use.

"You're welcome to read them in my library," answered the neighbor, "but it is my rule never to let my books leave my house."

Some weeks later, the neighbor sent over to ask the loan of Mark Twain's lawnmower.

"Certainly," replied Mark Twain, "but since I make it a rule never to let the lawnmower leave my lawn, you will be obliged to use it here."



Sanitize
with
LO-BAX
FAST-KILLING
CHLORINE
BACTERICIDE

For high speed sanitizing on the dairy farm use Lo-Bax. Especially designed for dairymen whether they are making market milk or milk for manufactured products.

Quick Facts About LO-BAX

1. Kills germs almost instantly.
2. Dissolves quickly in hard or soft water—hot or cold.
3. Makes clear solutions for rinsing or immersing dairy utensils.
4. Contains 50% available chlorine.
5. Retains its full strength.
6. Economical—one bottle (28-oz. size) makes 1050 gals. dairy rinse solution at cost of 1/7 of a cent per gallon or less.

Ask your Dealer or Supply House about Lo-Bax or write us direct.

THE MATHIESON ALKALI WORKS (Inc.)
60 EAST 42nd ST. • NEW YORK 17, N. Y.

Dairy Chemicals

Standard, approved DISINFECTANTS, SOAPS, CLEANSERS, GERMICIDES, INSECTICIDES, DETERGENTS, Etc.
Order in BARRELS & DRUMS from
BRAM CHEMICAL COMPANY
2107 W. Erie Ave., PHILA. 40, PENNA.

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department.

Your advertisement should reach us by the 10th of the month.

FOR SALE: Fall bred AYRSHIRE heifers by bull whose sires daughters average 395 lbs. fat, dam has 500 lbs fat. Also 4-year bull by Peshurst Bright Star Approved, dam made 417 lbs. fat 2nd calf. 2x. Price \$200. George K. Folk, R. 3, Martinsburg, W. Va.

FOR SALE: Registered Corriedale ram lambs for breeding stock. Albert J. Marousek, East New Market, Md.

Initiative is imagination put into action, dreams put to work.

Here Are Some "WHAT TO DO" and "WHYS" from the Government's Point Program FOR INCREASED MILK PRODUCTION IN '44



For many years leading Milk Companies, by encouraging the use of milk-saving feeds, have assisted tremendously in reducing the amount of milk fed on the farm. Yet the Government estimates that farm animals still receive 4 Billion Pounds of milk each year.

LET'S PLUG THAT LEAK

By Feeding **MUTUAL DAIRYADE**

Milk Producers in every large Milk Shed and all Dairy Sections throughout the nation are finding **MUTUAL DAIRYADE** of great help in their milk-saving program.

**Every Gallon of Milk SAVED
Equals an Extra Gallon PRODUCED**

**One Pail of Mutual Dairyade Saves Over 1200 Pounds of
Whole Milk . . . Costs Less Than One-fifth As Much To
Feed . . . Adds \$24 to \$36 On Your Milk Check**



Mutual Dairyade the concentrated and highly digestible food compound for baby animals is easy to use . . . Simply dissolve in water and feed like milk.

MUTUAL PRODUCTS CO. MINNEAPOLIS

"The Nation Needs ALL THE MILK that American Farms can produce . . . and the demand for large quantities of Dairy Products will not end with 1944."

"Every effort should be made this year to find a market for whole milk and also to reduce, by the use of milk-saving feeds, the amounts of both whole milk and skim milk fed to calves and other farm animals."

4 Billion Pounds

Distributed
Exclusively by
Milk Companies
Throughout
the Nation



*Dairy products are helping to win the war and must not be wasted.
Use your milk cooler and prevent spoilage from high temperature.*

**End of
Volume**